Top 200 Ranked by Manufacturer

	Number Of Rxs	$ Volume	$ Margin
Norpace caps 150mg	—	145	133
SKF			
Dyazide caps	1	2	1
Ornade spansules	126	151	119
Tagamet tabs 200mg	—	178	—
Tagamet tabs 300mg	3	1	4
Tagamet tabs 400mg	—	197	—
SQUIBB PHARMACEUTICAL			
Capoten tabs 25mg	101	52	81
Capoten tabs 50mg	—	152	—
Corgard tabs 40mg	65	32	72
Corgard tabs 80mg	—	115	—
Mycolog cream 5gm	167	171	151
Sumycin caps 250mg	181	—	—
STUART PHARMACEUTICALS			
Nolvadex tabs 10mg	—	71	—
Stuartnatal 1 + 1 tabs	175	—	181
Tenormin tabs 50mg	11	7	8
Tenormin tabs 100mg	—	94	198
SYNTEX LABORATORIES			
Anaprox tabs 275mg	97	82	78
Naprosyn tabs 250mg	73	27	57
Naprosyn tabs 375mg	33	14	26
Naprosyn tabs 500mg	107	29	66
Nasalide soln 0.025%	—	172	171
Norinyl 1/50-21s	127	161	—
Norinyl 1/35-21s	171	—	—
UPJOHN CO.			
E-Mycin tabs 250mg	111	184	138
E-Mycin tabs 333mg	75	132	76
Halcion tabs 0.25mg	98	141	80
Halcion tabs 0.5mg	115	150	98
Medrol 4mg	161	183	134
Motrin tabs 400mg	20	25	22
Motrin tabs 600mg	17	17	16
Orinase tabs 500mg	176	162	—
Provera tabs 10mg	82	100	70
Tolinase tabs 250mg	125	64	89
Tolinase tabs 500mg	—	193	137
Xanax tabs 0.25mg	108	113	86
Xanax tabs 0.5mg	47	33	36
Xanax tabs 1mg	—	119	184
USV			
Hygroton tabs 50mg	114	117	123
WALLACE			
Soma tabs 350mg	—	148	152
WINTHROP			
Danocrine caps 200mg	—	173	—
Talwin NX tabs	146	139	100
WYETH			
Ativan tabs 1mg	25	23	18
Ativan tabs 2mg	159	90	113
Lo Ovral 21s	34	50	—
Lo Ovral 28s	84	102	—
Nordette tabs 21s	185	—	—
Omnipen caps 250mg	116	—	124
Omnipen caps 500mg	136	—	139
Ovral tabs 21s	77	98	—
Ovral tabs 28s	188	—	—
Pen Vee K 250mg	147	—	155
Phenergan expt w/codeine	134	—	125
Phenergan VC w/codeine	—	—	200
Serax caps 15mg	—	200	—

Top 200 Products Ranked

Number of Rxs	$ Volume	$ Margin*
1 Dyazide capsules **2** Tylenol w/codeine #3 tablets **3** Tagamet tablets 300mg **4** Valium tablets 5mg **5** Darvocet-N 100mg	Tagamet tablets 300mg Dyazide capsules Feldene capsules 20mg Zantac tablets 150mg Valium tablets 5mg	Dyazide capsules Tylenol w/codeine #3 tablets Darvocet-N 100mg Tagamet tablets 300mg Valium tablets 5mg
6 Lasix tablets 40mg **7** Lanoxin tablets 0.25mg **8** Lanoxin tablets 0.125mg **9** Slow K tablets **10** Aldomet tablets 250mg	Darvocet-N 100mg Tenormin tablets 50mg Procardia capsules 10mg Diabinese tablets 250mg Keflex capsules 500mg	Lasix tablets 40mg Slow K tablets Tenormin tablets 50mg Keflex pulvules 250mg Feldene capsules 20mg
11 Tenormin tablets 50mg **12** Dilatin kapsules 100mg **13** Inderal tablets 40mg **14** Feldene capsules 20mg **15** Inderal tablets 20mg	Aldomet tablets 250mg Inderal tablets 40mg Keflex pulvules 250mg Naprosyn tablets 375mg Tylenol w/codeine #3 tablets	Zantac tablets 150mg Lanoxin tablets 0.125mg E.E.S. 400 filmtabs Lanoxin tablets 0.25mg Keflex capsules 500mg
16 Keflex pulvules 250mg **17** Motrin tablets 600mg **18** Lopressor tablets 50mg **19** Diabinese tablets 250mg **20** Motrin tablets 400mg	Clinoril 200mg Motrin tablets 600mg Lopressor tablets 50mg Slow K tablets Lasix tablet 40mg	Motrin tablets 600mg Aldomet tablets 250mg Ativan tablets 1mg Procardia capsules 10mg Dilantin kapsules 100mg
21 Procardia capsules 10mg **22** E.E.S. 400 filmtabs **23** Zantac tablets 150mg **24** Inderal tablets 10mg **25** Ativan tablets 1mg	Inderal tablets 20mg Timoptic 0.5% 15ml Ativan tablets 1mg Valium tablets 10mg Motrin tablets 400mg	Inderal tablets 40mg Motrin tablets 400mg Inderal tablets 20mg Monistat-7 vaginal cream Lopressor tablets 50mg
26 Amoxil susp 250mg/5ml 100ml **27** Monistat-7 vaginal cream **28** Premarin tablets 0.625mg **29** Dalmane capsules 30mg **30** Amoxil capsules 250mg	Dilantin kapsules 100mg Naprosyn tablets 250mg Lopressor tablets 100mg Naprosyn tablets 500mg Transderm Nitro 5mg disk	Naprosyn tablets 375mg Dalmane capsules 30mg Vicodin tablets Bactrim DS Micro-K capsules 8mEq
31 Micro-K capsules 8mEq **32** Theo-Dur Tablets 300mg **33** Naprosyn tablets 375mg **34** Lo Ovral 21 **35** Keflex capsules 500mg	Flexeril 10mg tablets Corgard tablets 40mg Xanax tablet 0.5mg Monistat-7 vaginal cream Aldomet tablets 500mg	Diabinese tablets 250mg Amoxil susp 250mg/5ml 100ml Flexeril 10mg tablets Premarin tablets 0.625mg Theo-Dur tablets 300mg
36 Amoxil susp 125mg/5ml 100ml **37** Vicodin tablets **38** Bactrim DS **39** Premarin tablets 1.25mg **40** Timoptic 0.5% 15ml	E.E.S. 400 filmtabs Nicorette gum Inderal tablets 10mg Theo-Dur tablets 300mg Tolectin DS capsules 400mg	Xanax tablets 0.5mg Inderal tablets 10mg Amoxil capsules 250mg Valium tablets 10mg Timoptic 0.5% 15ml
41 Insulin NPH U100 **42** Valium tablets 10mg **43** Lasix tablets 20mg **44** Dimetapp elixir **45** Flexeril 10mg tablets	Indocin capsules 25mg Bactrim DS Tranxene capsules 7.5mg Tegretol tablets 200mg Ceclor pulvules 250mg	Septra DS Percodan tablets Nicorette gum Tylenol w/codeine #4 tablets Dimetapp elixir
46 Synthroid tablets 0.1mg **47** Xanax tablets 0.5mg **48** Theo-Dur tablets 200mg **49** Moduretic tablets 5/50 **50** Hydrochlorothiazide 50mg	Cardizem tablets 60 mg Moduretic tablets 5/50 Aldoril 25mg tablets Reglan tablets 10mg Lo Ovral 21	Theo-Dur tablets 200mg Clinoril 200mg Amoxil susp 125mg/5ml 100ml Moduretic tablets 5/50 Tranxene capsules 7.5mg

*Based on AWP cost

Top 200 Products Ranked

Number of Rxs	$ Volume	$ Margin*
51 Septra DS	Premarin tablets 0.625mg	Proventil inhaler
52 Nicorette gum	Capoten tablets 25mg	Eryc capsules 250mg
53 Tranxene capsules 7.5mg	Premarin tablets 1.25mg	Ventolin inhaler refill
54 Dimetapp extab	Dalmane capsules 30mg	Dimetapp extab
55 Ortho Novum 1/50-21	Insulin NPH U100	Lasix tablets 20mg
56 Proventil inhaler	Persantine tablets 50mg	Premarin tablet 1.25mg
57 Clinoril 200mg	Cardizem tablets 30mg	Naprosyn tablets 250mg
58 Ortho Novum 1/35-28	Clinoril 150mg	Reglan tablets 10mg
59 Ventolin inhaler refill	Inderal tablets 80mg	Fiorinal w/codeine #3
60 Indocin capsules 25mg	Septra DS	Parafon Forte tablets
61 Tylenol w/codeine #4 tablets	Nalfon tablets 600mg	Empirin w/codeine #3
62 Percodan tablets	Indocin SR 75mg	Synthroid tablets 0.1mg
63 Eryc capsules 250mg	Amoxil susp 250mg/5ml 100ml	Hydrochlorothiazide 50mg
64 Nitrostat tablets 0.4mg	Tolinase tablets 250mg	Synalgos DC capsules
65 Corgard tablets 40mg	Dolobid tablets 500mg	Restoril capsules 30mg
66 Empirin w/codeine #3 tablets	Micro-K capsules 8mEq	Naprosyn tablets 500mg
67 Minipress capsules 1mg	Zyloprim tablets 300mg	Indocin capsules 25mg
68 Valium tablets 2mg	Minipress capsules 1mg	Ceclor pulvules 250mg
69 Rufen tablets 400mg	Quinaglute duratabs	Minipress capsules 1mg
70 Hydrodiuril tablets 50mg	Theo-Dur tablets 200mg	Provera tablets 10mg
71 Aldoril 25mg tablets	Nolvadex tablets 10mg	Lomotil tablets 2.5mg
72 Ortho Novum 1/35-21	Proventil inhaler	Corgard tablets 40mg
73 Naprosyn tablets 250mg	Nitro-Dur patch 10cm	Rufen tablets 400mg
74 Lopressor tablets 100mg	Lanoxin tablets 0.25mg	Transderm Nitro 5mg disk
75 E-mycin tablets 333mg	Ventolin inhaler refill	Tolectin DS capsules 400mg
76 Restoril capsules 30mg	Persantine tablets 75mg	E-mycin tablets 333mg
77 Ovral-21	Parafon Forte tablets	K-Tabs 750mg
78 K-Tabs 750mg	Persantine tablets 25mg	Anaprox 275mg
79 Reglan tablets 10mg	Lanoxin tablets 0.125mg	Fiorinal tablets
80 Achromycin V capsules 250mg	Librax capsules	Halcion tablets 0.25mg
81 Fiorinal w/codeine #3	Vicodin tablets	Capoten tablets 25mg
82 Provera tablets 10mg	Anaprox 275mg	Valium tablets 2mg
83 Synalgos-DC capsules	Ortho Novum 1/35-28	Dalmane capsules 15mg
84 Lo Ovral 28	Accutane capsules 40mg	Tegretol tablets 200mg
85 Entex LA	Ortho Novum 1/50-21	Entex LA
86 Amoxil capsules 500mg	Minipress capsules 2mg	Xanax tablets 0.25mg
87 Lomotil tablets 2.5mg	Amoxil capsules 250mg	Trinalin tablets
88 Fiorinal tablets	Percodan tablets	Aldoril 25mg tablets
89 Benadryl capsules 25mg	Duricef capsules 500mg	Tolinase tablets 250mg
90 Persantine tablets 25mg	Ativan tablets 2mg	Lopressor tablets 100mg
91 Parafon Forte tablets	Catapres tablets 0.1mg	Persantine tablets 50mg
92 Ortho Novum 1/50-28	Tylenol w/codeine #4 tablets	Catapres tablets 0.1mg
93 Librax capsules	Procan SR tablets 500mg	Achromycin V capsules 250mg
94 Zyloprim tablets 300mg	Tenormin tablets 100mg	Nalfon tablets 600mg
95 Trinalin tablets	Catapres tablets 0.2mg	Amoxil capsules 500mg
96 Dalmane capsules 15mg	Aldactazide tablets 25/25	Benadryl capsules 25mg
97 Anaprox 275mg	Fiorinal w/codeine #3	Persantine tablets 25mg
98 Halcion tablets 0.25mg	Ovral-21	Halcion tablets 0.5mg
99 Catapres tablets 0.1mg	Hydergine Oral tablets 1mg	Hydrodiuril tablets 50mg
100 Ceclor pulvules 250mg	Provera tablets 10mg	Talwin NX tablets

*Based on AWP cost

Top 200 Products Ranked

Number of Rxs	$ Volume	$ Margin*
101 Capoten tablets 25mg **102** Aldomet tablets 500mg **103** Transderm Nitro 5mg disk **104** Tegretol tablets 200mg **105** Tolectin DS capsules 400mg	Dimetapp extab Lo Ovral-28 Transderm Nitro 10mg disk Carafate tablets 1gm Ortho Novum 1/35-21	Desyrel tablets 50mg Librax capsules Percocet-5 tablets Lotrimin cream 1% Cardizem tablets 30mg
106 Persantine tablets 50mg **107** Naprosyn tablets 500mg **108** Xanax tablets 0.25mg **109** Nalfon tablets 600mg **110** Insulin Lo-Dose syringes U100	Desyrel tablets 50mg Eryc capsules 250mg Vibramycin capsules 100mg Timoptic 0.25% 15ml Valium tablets 2mg	Duricef capsules 500mg Tranxene capsules 3.75mg Macrodantin capsules 50mg Indocin SR 75mg Naldecon tablets
111 E-mycin tablets 250mg **112** Lotrimin cream 1% **113** Donnatal tablets **114** Hygroton tablets 50mg **115** Halcion tablets 0.5mg	Vibra-tabs 100mg Minocin capsules 100mg Xanax tablets 0.25mg Triavil 2-25 tablets Corgard tablets 80mg	Benadryl Kapsules 50mg Zyloprim tablets 300mg Ativan tablets 2mg Septra susp Nitrostat tablets 0.4mg
116 Omnipen capsules 250mg **117** Cardizem tablets 30mg **118** Erythrocin tablets 250mg **119** Acetaminophen w/codeine 30mg **120** Coumadin tablets 5mg	Amoxil capsules 500mg Hygroton tablets 50mg Indocin capsules 50mg Xanax tablets 1mg Restoril capsules 30mg	Insulin NPH U100 Aldomet tablets 500mg Tylox capsules Ornade spansules Erythrocin tablets 250mg
121 Tranxene capsules 3.75mg **122** Dolobid tablets 500mg **123** Synthroid tablets 0.15mg **124** Benadryl kapsules 50mg **125** Tolinase tablets 250mg	Quinidex extentabs Lomotil tablets 2.5mg Trinalin tablets K-tabs 750mg Inderal LA capsules 80mg	Rufen tablets 600mg Donnatal tablets Hygroton tablets 50mg Omnipen capsules 250mg Phenergan expt w/codeine
126 Ornade spansules **127** Norinyl 1-50 21s **128** Thyroid tablets 1gr **129** Aldactazide tablets 25/25 **130** Rufen tablets 600mg	K-Lyte orange 25mEq Calan tablets 80mg Insulin Lo-Dose syringes U100 Rufen tablets 400mg Ortho Novum 1/50-28	Restoril capsules 15mg Tavist-D tablets Coumadin tablets 5mg Aldactazide tablets 25/25 Persantine tablets 75mg
131 Desyrel tablets 50mg **132** Naldecon tablets **133** Macrodantin capsules 50mg **134** Phenergan expt w/codeine **135** Septra susp	Inderide 40-25 E-mycin tablets 333mg Lasix tablets 20mg Tranxene capsules 3.75mg Sinemet 25/250 tablets	Cardizem tablets 60mg Minipress capsules 2mg Norpace capsules 150mg Medrol 4mg Darvon cmpd 65 pulvules
136 Omnipen capsules 500mg **137** Insulin Lente U100 **138** Percocet-5 tablets **139** Synthroid tablets 0.2mg **140** Indocin SR 75mg	Synthroid tablets 0.1mg Ser-Ap-Es tablets Macrodantin capsules 50mg Talwin NX tablets Naldecon tablets	Acetaminophen w/codeine 30mg Tolinase tablets 500mg E-mycin tablets 250mg Omnipen capsules 500mg Clinoril 150mg
141 Restoril capsules 15mg **142** Minipress capsules 2mg **143** Klotrix tablets 10mEq **144** Clinoril 150mg **145** E.E.S. Liquid 200	Halcion tablets 0.25mg Amoxil susp 125mg/5ml 100ml Minipress capsules 5mg Fiorinal tablets Norpace capsules 150mg	K-lyte orange 25mEq Synthroid tablets 0.15mg Klotrix tablets 10mEq Vibra-tabs 100mg E.E.S. Liquid 200
146 Talwin NX tablets **147** Pen Vee K tablets 250mg **148** Ser-Ap-Es tablets **149** Inderal tablets 80mg **150** Tavist-D tablets	Norgesic Forte tablets Meclomen capsules 100mg Soma 350 tablets Insulin Lente U100 Halcion tablets 0.5mg	Inderal LA capsules 80mg Imodium capsules 2mg Pediazole susp Antivert tablets 25mg Phenaphen w/codeine #3

*Based on AWP cost

Top 200 Products Ranked

Number of Rxs	$ Volume	$ Margin*
151 Timoptic 0.25% 15ml **152** Darvon cmpd-65 pulvules **153** Isordil 10mg titradose **154** K-Lyte orange 25mEq **155** Antivert tablets 25mg	Ornade spansules Capoten tablets 50mg Percocet-5 tablets Lotrimin cream 1% Ceclor susp 250mg/5ml 75ml	Mycolog cream 5gm Soma 350 tablets Vibramycin capsules 100mg Nitro-Dur patch 10cm Pen Vee K tablets 250mg
156 Duricef capsules 500mg **157** Librium capsules 10mg **158** Benadryl elixir **159** Ativan tablets 2mg **160** Tetracycline capsules 250mg	Synalgos DC capsules Dalmane capsules 15mg Mellaril tablets 25mg Dimetapp elixir Entex LA	Benadryl elixir Catapres tablets 0.2mg Elavil tablets 25mg Synthroid tablets 0.2mg Cortisporin Otic susp
161 Medrol 4mg **162** Elavil tablets 25mg **163** Enduron tablets 5mg **164** Phenaphen w/codeine #3 **165** Pediazole susp	Norinyl 1-50 21s Orinase tablets 500mg Parlodel tablets 2.5mg Coumadin tablets 5mg Hydrodiuril tablets 50mg	Inderide 40-25 Quinaglute duratabs Procan SR tablets 500mg Ser-Ap-Es tablets Tenuate dospan 75mg
166 Penicillin VK tablets 250mg **167** Mycolog cream 5gm **168** Materna tablets **169** Cortisporin Otic susp **170** Cardizem tablets 60mg	Minocin capsules 50mg Pediazole susp Librium capsules 10mg Antivert tablets 25mg Empirin w/codeine #3 tablets	Inderal tablets 80mg Mellaril tablets 25mg Calan tablets 80mg Isordil 10mg Titradose Librium capsules 10mg
171 Norinyl 1-35 21s **172** Ortho Novum 10/11-28 **173** Amcill capsules 250mg **174** Norgesic Forte tablets **175** Stuartnatal 1 + 1 tablets	Mycolog cream 5gm Nasalide soln 0.025% Danocrine capsules 200mg Norpace capsules 100mg Isoptin tablets 80mg	Nasalide soln 0.025% Valisone cream 0.1% Hydergine oral tablets 1mg Triavil 2-25 tablets Ionamin-30 capsules
176 Orinase tablets 500mg **177** Tylox capsules **178** Inderide 40-25 **179** Zyloprim tablets 100mg **180** Nitro-Dur Patch 10cm	Sinemet 25/100 tablets Nitrobid capsules 6.5mg Tagamet tablets 200mg Isordil 10mg titradose Tavist-D tablets	Brethine tablets 2.5mg Enduron tablets 5mg Naldecon pediatric syrup Desoxyn oral 15mg Alupent inhaler refill
181 Sumycin capsules 250mg **182** Catapres tablets 0.2mg **183** Persantine tablets 75mg **184** Imodium capsules 2mg **185** Nordette-21	Rufen tablets 600mg Imodium capsules 2mg Medrol 4mg E-mycin tablets 250mg Limbitrol 10-25 tablets	Stuartnatal 1 + 1 tablets Materna tablets Timoptic 0.25% 15ml Xanax tablets 1mg Fiorinal capsules
186 Inderal LA capsules 80mg **187** Premarin tablets 0.3mg **188** Ovral-28 **189** Vibra-tabs 100mg **190** Triavil 2-25 tablets	Lopid capsules 300mg Vanceril inhaler Geocillin tablets Sinemet 10/100 tablets Atarax tablets 25mg	Alupent syrup Penicillin VK tablets 250mg Amcill capsules 250mg Premarin vaginal cream Fastin capsules 30mg
191 Naldecon pediatric syrup **192** Brethine tablets 2.5mg **193** Valisone cream 0.1% **194** Mellaril tablets 25mg **195** Alupent syrup	Valisone cream 0.1% Zovirax oint 5% Tolinase tablets 500mg Darvon cmpd-65 pulvules Tenuate dospan 75mg	Quinamm tablets Premarin tablets 0.3mg Carafate tablets 1gm Thyroid tablets 1gr Insulin Lo-Dose syringes U100
196 Vibramycin capsules 100mg **197** Antivert tablets 12.5mg **198** Ortho Novum 7/7/7-28 **199** Phenobarbital tablets 30mg **200** Quinaglute duratabs	Atromid S capsules 500mg Tagamet tablets 400mg Klotrix tablets 10mEq Haldol tablets 1mg Serax capsules 15mg	Indocin capsules 50mg Vanceril inhaler Tenormin tablets 100mg Robaxin 750mg tablets Phenergan VC w/codeine

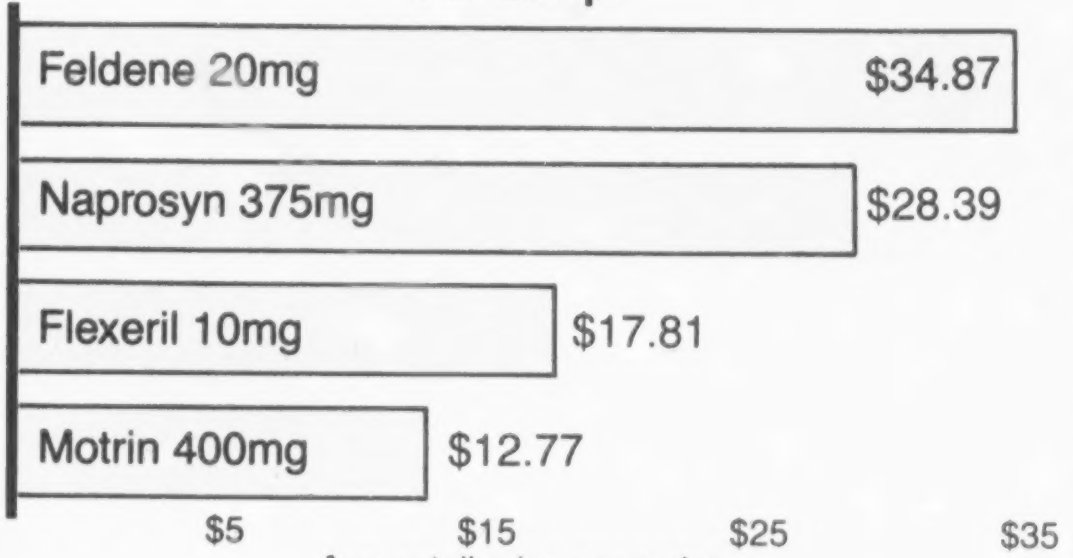
*Based on AWP cost

Dispensing Profiles for Key Pharmaceutical Categories

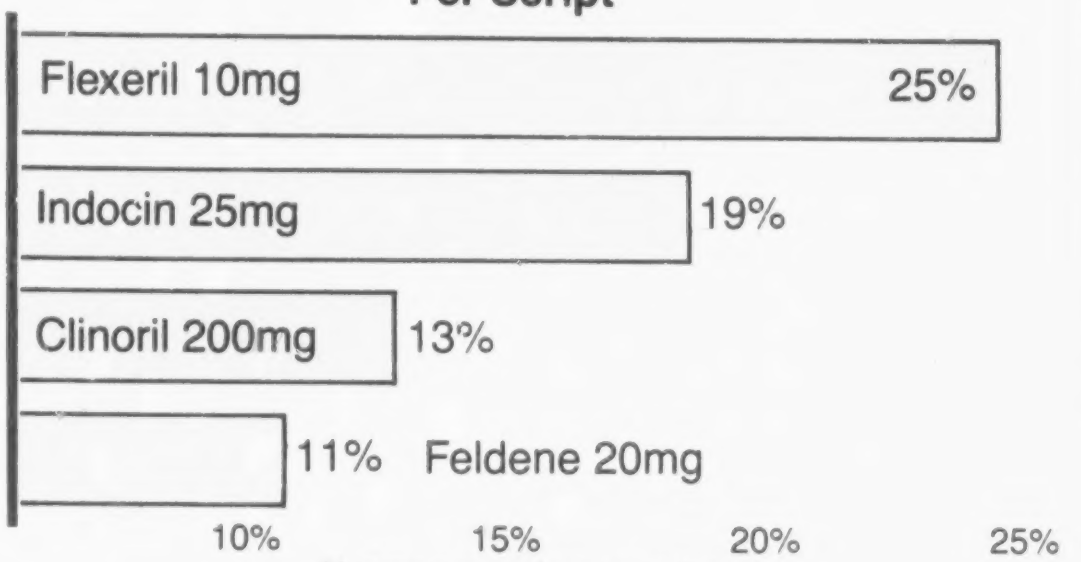
Clinoril 200mg MSD—Avg. Rx #51 $32.36 Avg. % Gross Margin 13%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% of Rx Dispensed	1.79	3.08	0.05	8.80	1.17	22.57	0.96	12.85	47.88	0.81	**100.00**
Avg. Refill % by Qty. Disp.	41.05	28.22	33.33	29.89	41.94	47.36	62.75	54.49	58.70	48.84	51.55
Average GM %	34.55	27.15	27.91	25.15	26.17	19.02	18.88	14.49	9.62	5.40	12.52
Profitability Ranking*	5	6	1	8	4	9	3	7	10	2	—

Average Retail Price Per Script



% Gross Margin Per Script



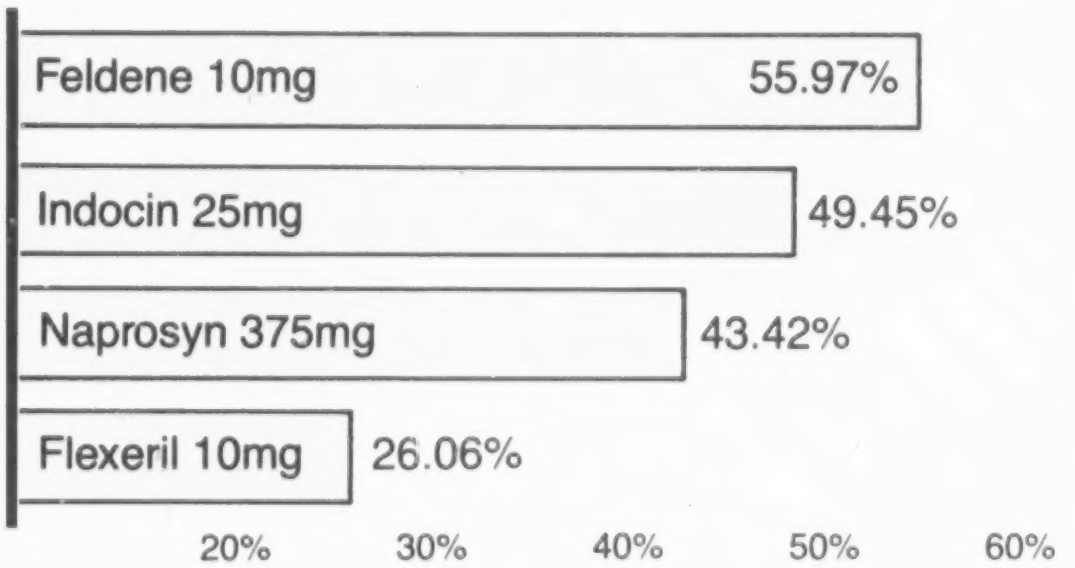
Indocin Caps 25mg MSD—Avg. Rx #58 $17.99 Avg. % Gross Margin 19%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% of Rx Dispensed	1.54	2.28	0.33	4.69	4.24	24.10	1.38	19.15	39.34	2.91	**100.00**
Avg. Refill % by Qty. Disp.	29.11	27.35	29.41	26.25	30.88	36.82	50.70	51.22	62.10	65.77	49.45
Average GM %	50.38	43.66	42.52	36.99	40.27	30.47	30.09	23.15	13.72	8.04	18.97
Profitability Ranking*	4	5	1	7	6	10	3	8	9	2	—

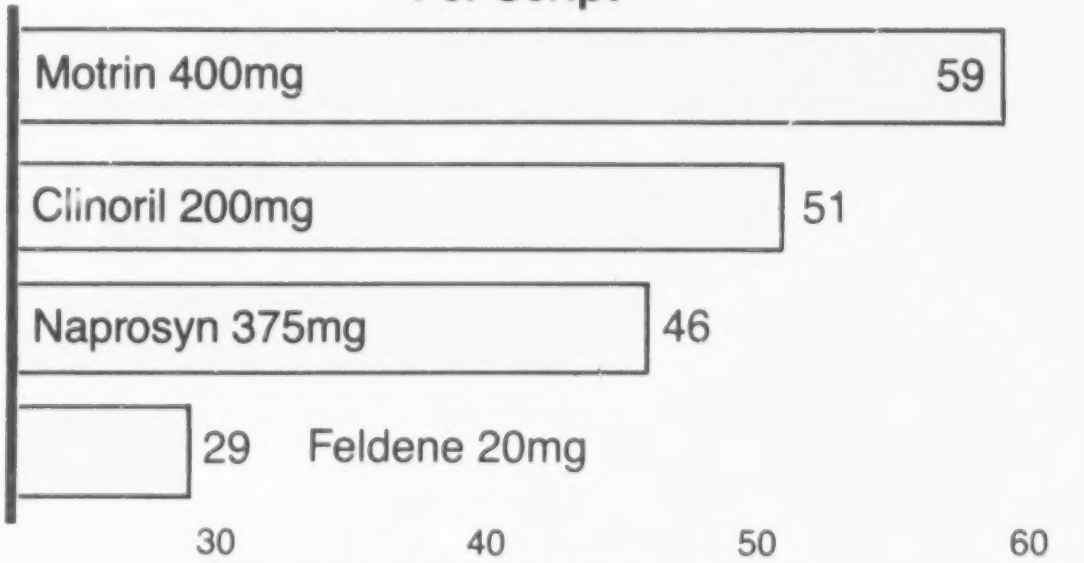
Motrin Tabs 400mg Upjohn—Avg. Rx #59 $12.77 Avg. % Gross Margin 26%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% of Rx Dispensed	3.16	2.45	0.30	7.47	3.20	19.34	1.24	18.55	37.92	6.31	**100.00**
Avg. Refill % by Qty. Disp.	10.03	19.83	17.24	20.65	30.69	36.41	50.00	43.27	58.47	63.82	45.29
Average GM %	60.61	54.15	49.44	47.19	46.77	39.50	40.13	31.40	20.83	15.61	26.39
Profitability Ranking*	6	4	1	7	5	9	2	8	10	3	—

Average Refill %



Average Quantity Dispensed Per Script



Naprosyn Tabs 375mg Syntex—Avg. Rx #46 $28.39 Avg. % Gross Margin 16%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% of Rx Dispensed	2.43	4.62	0.22	11.06	2.53	24.82	1.44	15.06	37.03	0.74	**100.00**
Avg. Refill % by Qty. Disp.	22.94	27.55	62.50	26.00	32.20	41.58	50.50	48.48	51.53	42.31	43.42
Average GM %	37.67	33.99	27.16	27.53	27.55	22.00	20.04	16.11	11.19	7.43	15.64
Profitability Ranking*	5	6	1	8	4	10	3	7	9	2	—

* Store News ranked each quantity on a scale of 1-10;10 being the most profitable quantity to dispense in terms of product movement and average gross margins.

Dispensing Profiles/Antihypertensives

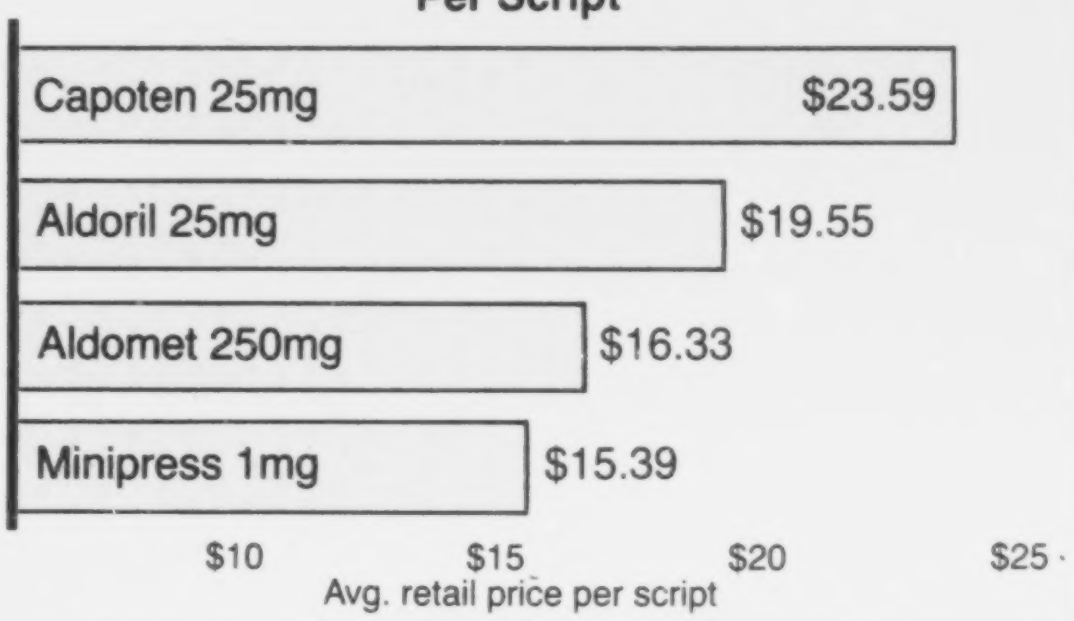
Aldoril-25 Tabs MSD—Avg. Rx #73 $19.55 Avg. % Gross Margin 16%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% of Rx Dispensed	0.88	0.81	0.04	0.24	0.35	15.47	2.68	8.39	67.51	3.59	**100.00**
Avg. Refill % by Qty. Disp.	80.00	72.97	50.00	54.55	81.25	72.93	76.23	74.54	71.07	66.26	71.70
Average GM %	51.21	42.96	41.23	38.67	48.46	31.86	33.41	23.64	14.05	9.13	16.25
Profitability Ranking*	6	5	1	2	3	9	7	8	10	4	—

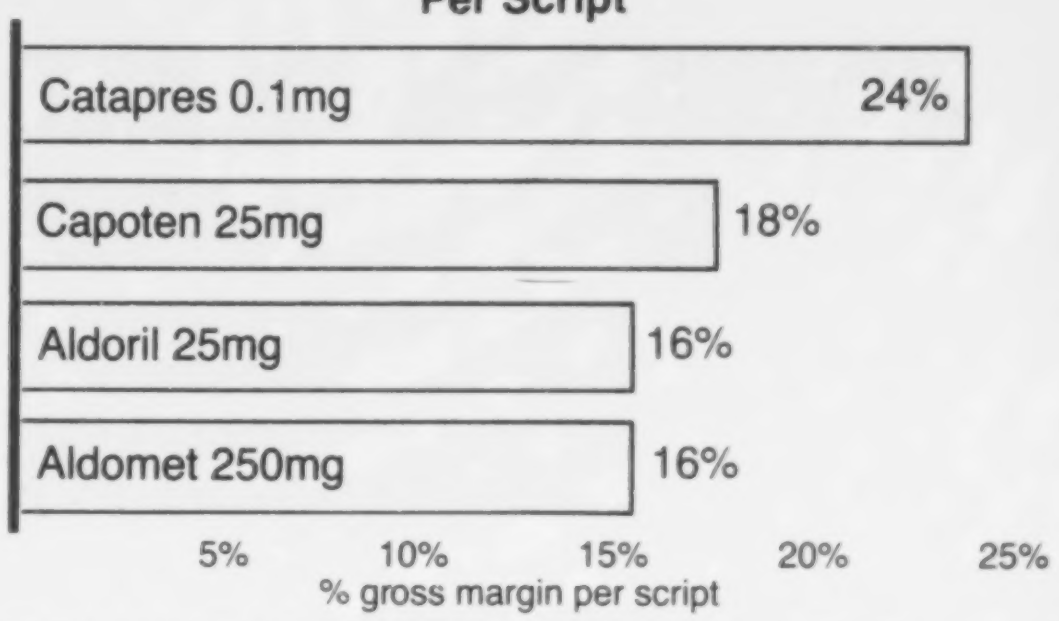
Capoten Tabs 25mg Squibb—Avg. Rx #74 $23.59 Avg. % Gross Margin 18%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% of Rx Dispensed	0.86	1.39	0.11	1.50	1.02	14.13	0.75	14.24	61.25	4.70	**100.00**
Avg. Refill % by Qty. Disp.	45.16	64.00	75.00	42.59	59.46	64.57	59.26	66.21	67.51	70.41	66.30
Average GM %	52.50	45.95	46.64	41.77	40.84	32.11	30.29	23.43	16.13	8.87	17.80
Profitability Ranking*	5	7	1	6	4	9	2	8	10	3	—

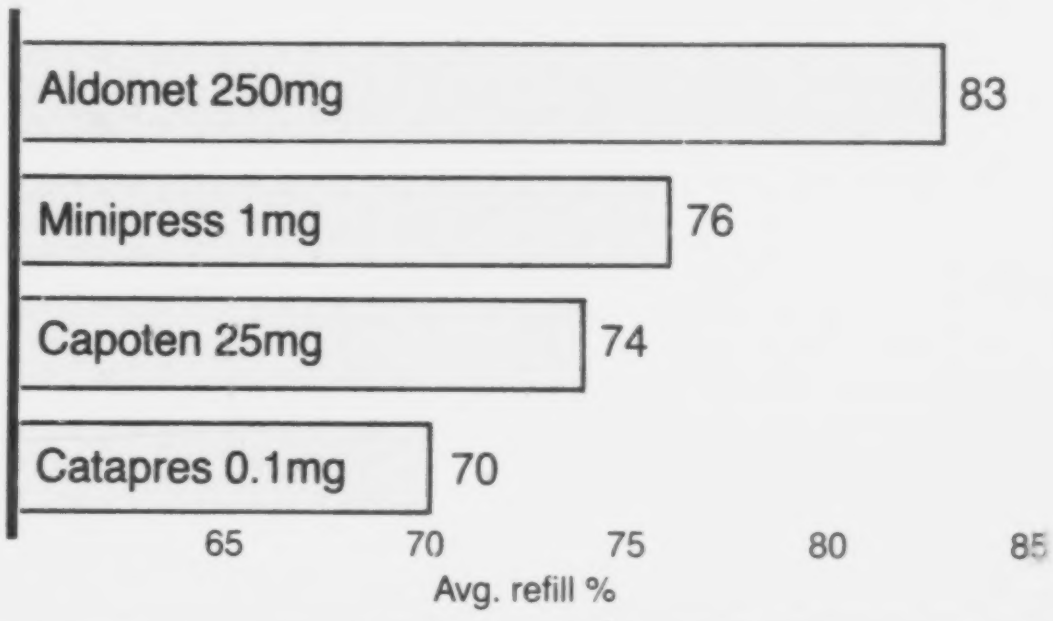
Average Retail Price Per Script



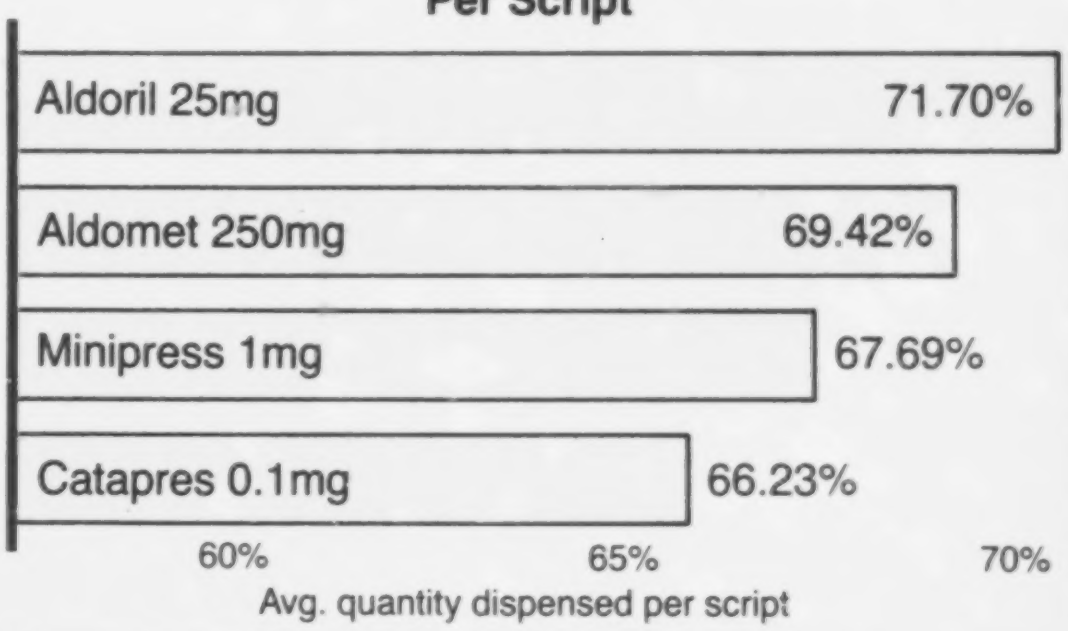
% Gross Margin Per Script



Average Refill %



Average Quantity Dispensed Per Script



Catapres Tabs 0.1mg Boehringer—Avg. Rx #70 $16.00 Avg. % Gross Margin 24%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% of Rx Dispensed	1.93	1.25	0.10	1.09	0.38	17.96	3.05	7.76	61.65	4.79	**100.00**
Avg. Refill % by Qty. Disp.	59.15	50.00	50.00	30.00	85.71	63.88	66.07	68.42	67.33	71.59	66.23
Average GM %	62.20	56.04	56.75	46.94	44.91	40.06	38.65	30.85	21.17	15.53	23.92
Profitability Ranking*	7	4	1	3	2	9	6	8	10	5	—

Minipress Caps 1mg Pfizer—Avg. Rx #76 $15.39 Avg. % Gross Margin 24%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% of Rx Dispensed	0.66	0.77	0.06	0.58	0.49	12.68	1.14	8.76	69.56	5.25	**100.00**
Avg. Refill % by Qty. Disp.	54.84	41.67	66.67	33.33	78.26	59.42	75.47	70.52	68.92	73.36	67.69
Average GM %	45.24	56.76	49.88	48.78	52.48	41.98	39.73	33.83	22.38	15.56	24.05
Profitability Ranking*	4	5	1	3	2	9	6	8	10	7	—

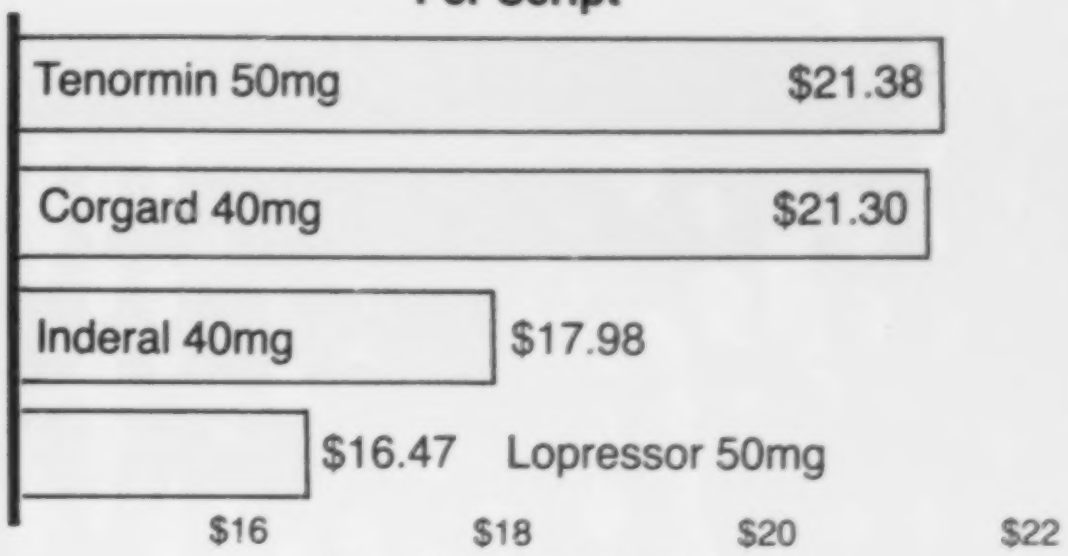
*Drug Store News ranked each quantity on a scale of 1-10;10 being the most profitable quantity to dispense in terms of product movement and average gross margins

Dispensing Profiles/Beta Adrenergic Blockers

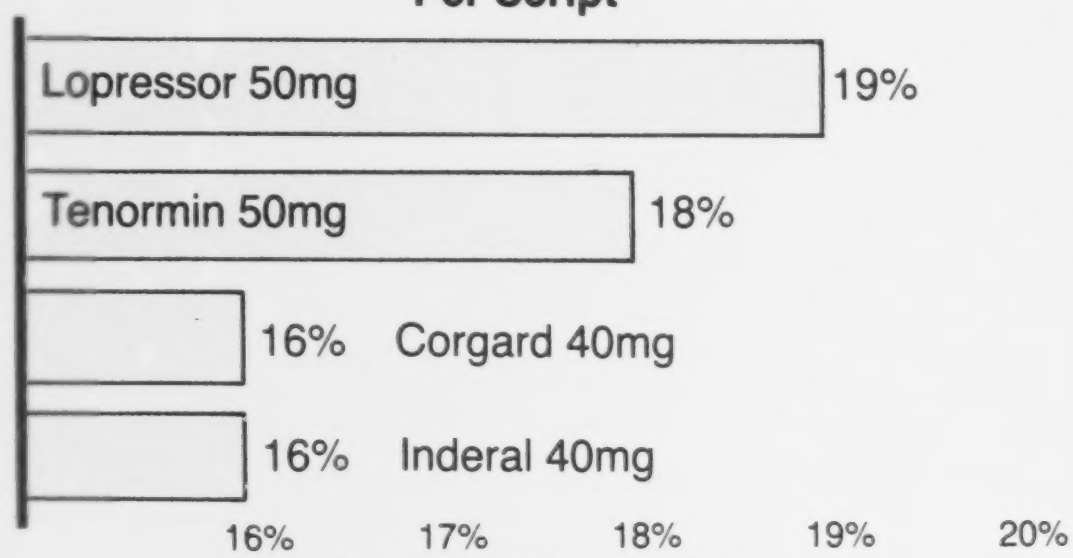
Corgard Tabs 40mg Squibb—Avg. Rx #51 $21.30 Avg. % Gross Margin 16%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	**Total**/Avg.
% of Rx Dispensed	1.34	3.26	0.35	1.44	0.39	39.17	6.90	14.73	31.59	0.80	**100.00**
Avg. Refill % by Qty. Disp.	52.31	65.82	76.47	67.14	78.95	71.94	70.66	72.37	67.76	48.72	69.92
Average GM %	43.93	36.77	36.67	32.21	34.30	22.92	23.17	17.76	10.98	7.61	16.22
Profitability Ranking*	5	6	2	4	3	10	7	8	9	1	—

Average Retail Price Per Script



% Gross Margin Per Script



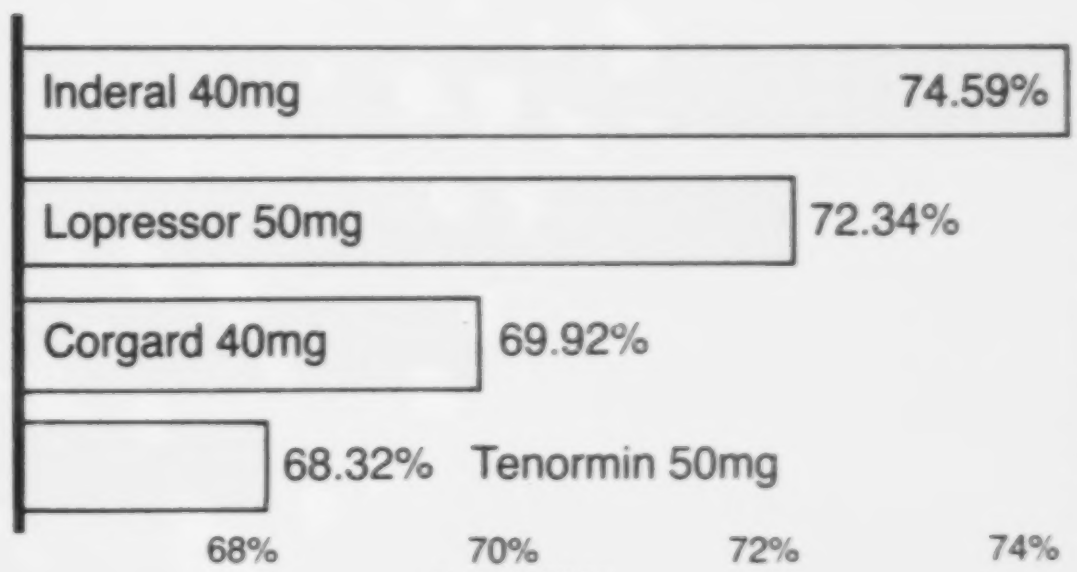
Inderal Tabs 40mg Ayerst—Avg. Rx #96 $17.98 Avg. % Gross Margin 16%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	**Total**/Avg.
% of Rx Dispensed	0.44	0.41	0.09	0.67	0.21	4.57	0.50	5.90	70.90	16.27	**100.00**
Avg. Refill % by Qty. Disp.	73.08	71.43	81.82	40.51	68.00	64.94	83.33	77.01	74.84	76.64	74.59
Average GM %	49.15	47.85	46.70	45.57	48.96	38.46	35.74	28.03	15.65	11.24	15.60
Profitability Ranking*	5	4	1	6	2	8	3	7	10	9	—

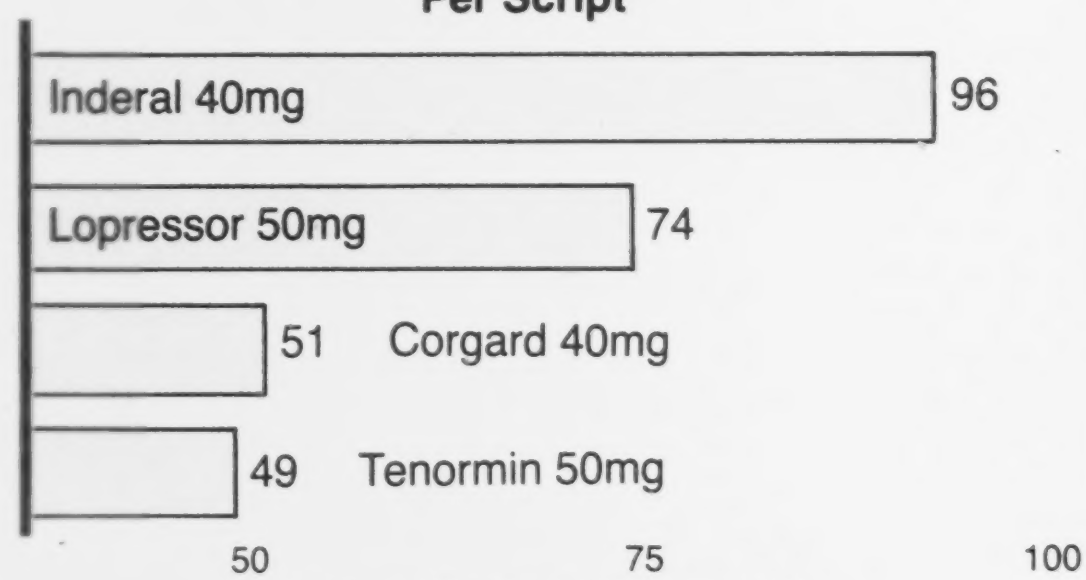
Lopressor Tabs 50mg Geigy—Avg. Rx #74 $16.47 Avg. % Gross Margin 19%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	**Total**/Avg.
% of Rx Dispensed	0.50	1.08	0.08	0.85	0.26	14.41	2.31	10.23	66.38	3.84	**100.00**
Avg. Refill % by Qty. Disp.	64.00	66.98	100.00	65.48	84.62	69.52	70.93	74.90	72.87	70.56	72.34
Average GM %	59.79	51.30	43.43	44.36	41.25	36.05	35.28	27.09	16.57	11.38	18.99
Profitability Ranking*	3	6	1	4	2	9	7	8	10	5	—

Average Refill %



Average Quantity Dispensed Per Script



Tenormin Tabs 50mg Stuart—Avg. Rx #49 $21.38 Avg. % Gross Margin 18%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	**Total**/Avg.
% of Rx Dispensed	1.17	2.14	0.23	1.08	0.25	44.20	7.39	13.92	28.97	0.61	**100.00**
Avg. Refill % by Qty. Disp.	63.09	63.37	63.33	54.35	71.88	70.68	75.90	70.78	62.97	55.13	68.32
Average GM %	42.51	36.56	33.12	32.30	28.94	23.75	22.50	20.12	12.16	11.22	17.66
Profitability Ranking*	5	6	3	4	2	10	7	8	9	1	—

g Store News ranked each quantity on a scale of 1-10;10 being the most profitable quantity to dispense in terms of product movement and average gross margins.

Dispensing Profiles/Calcium Channel Blockers

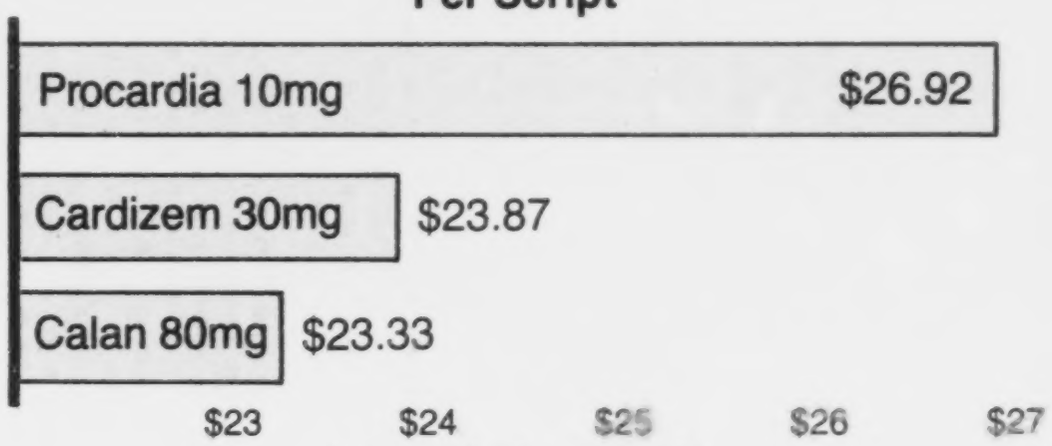
Calan Tabs 80mg Searle—Avg. Rx #87 $23.33 Avg. % Gross Margin 19%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% of Rx Dispensed	0.20	1.01	0.20	0.55	0.50	5.76	0.60	9.45	76.27	5.41	**100.00**
Avg. Refill % by Qty. Disp.	25.00	65.00	100.00	36.36	70.00	57.89	91.67	78.61	71.09	71.96	70.92
Average GM %	65.59	42.06	45.48	45.14	43.36	36.56	34.68	27.84	18.74	12.07	19.36
Profitability Ranking*	2	6	1	5	4	8	3	9	10	7	—

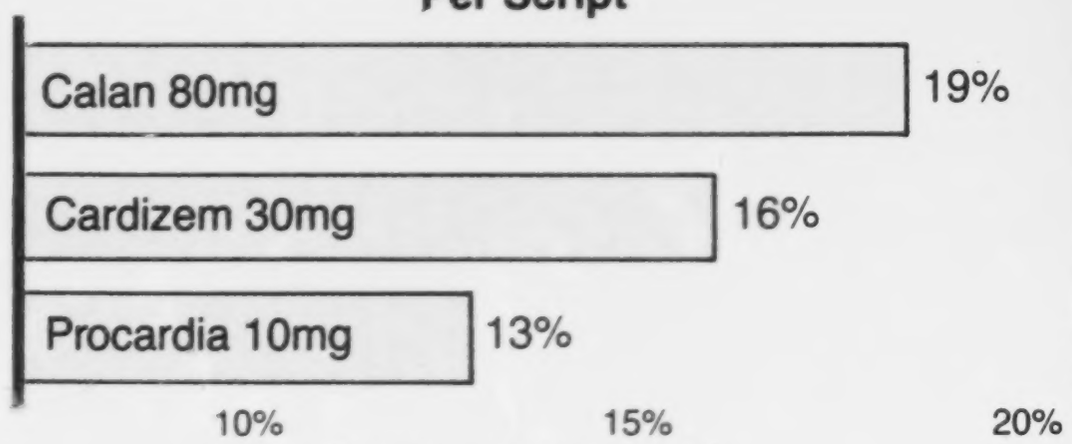
Cardizem Tabs 30mg Marion—Avg. Rx #93 $23.87 Avg. % Gross Margin 16%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% of Rx Dispensed	0.15	0.24	0.03	0.46	0.33	4.39	0.39	7.71	71.13	15.12	**100.00**
Avg. Refill % by Qty. Disp.	80.00	75.00	100.00	46.67	36.36	60.84	61.54	68.13	72.56	72.36	71.41
Average GM %	78.17	38.06	34.33	35.94	45.65	38.06	35.07	25.82	16.07	12.43	16.28
Profitability Ranking*	3	2	1	6	5	7	4	9	10	8	—

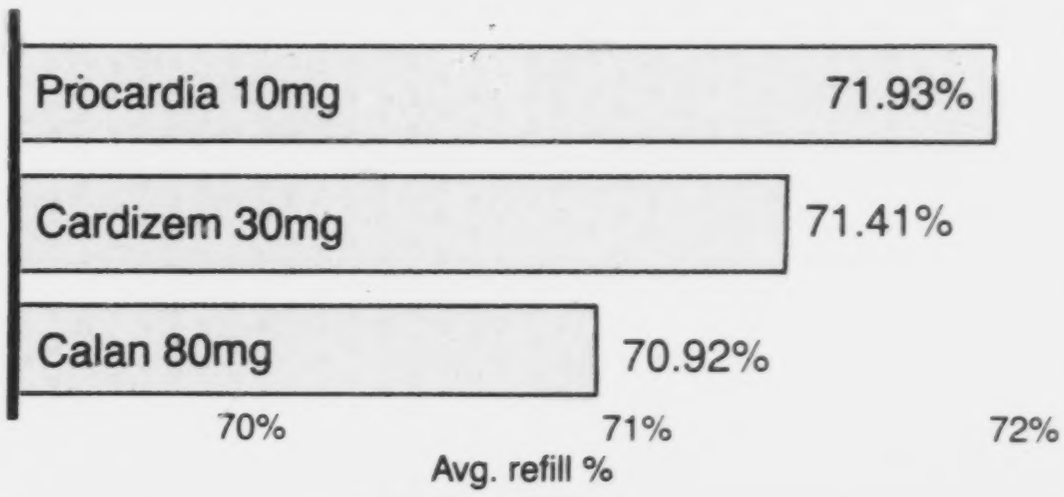
Average Retail Price Per Script



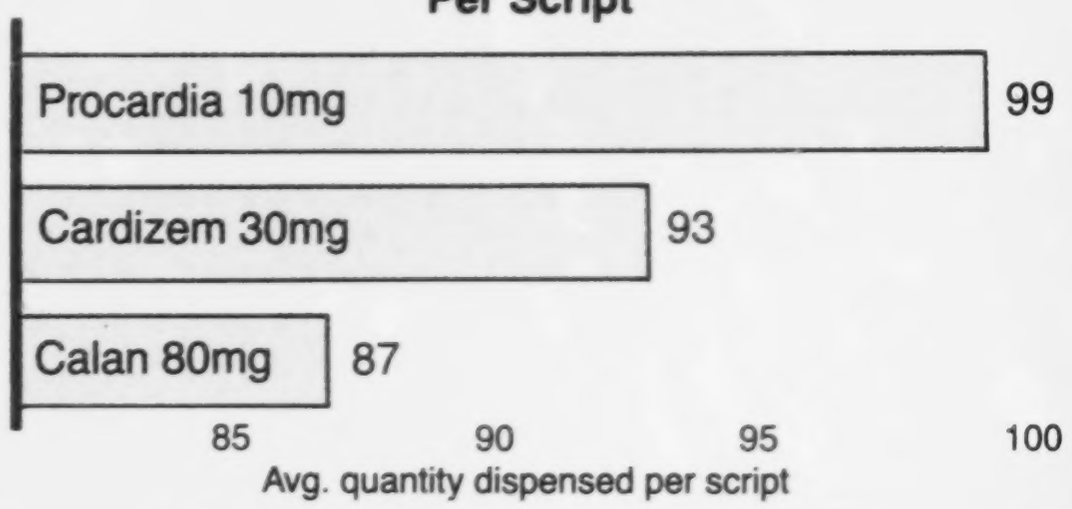
% Gross Margin Per Script



Average Refill %

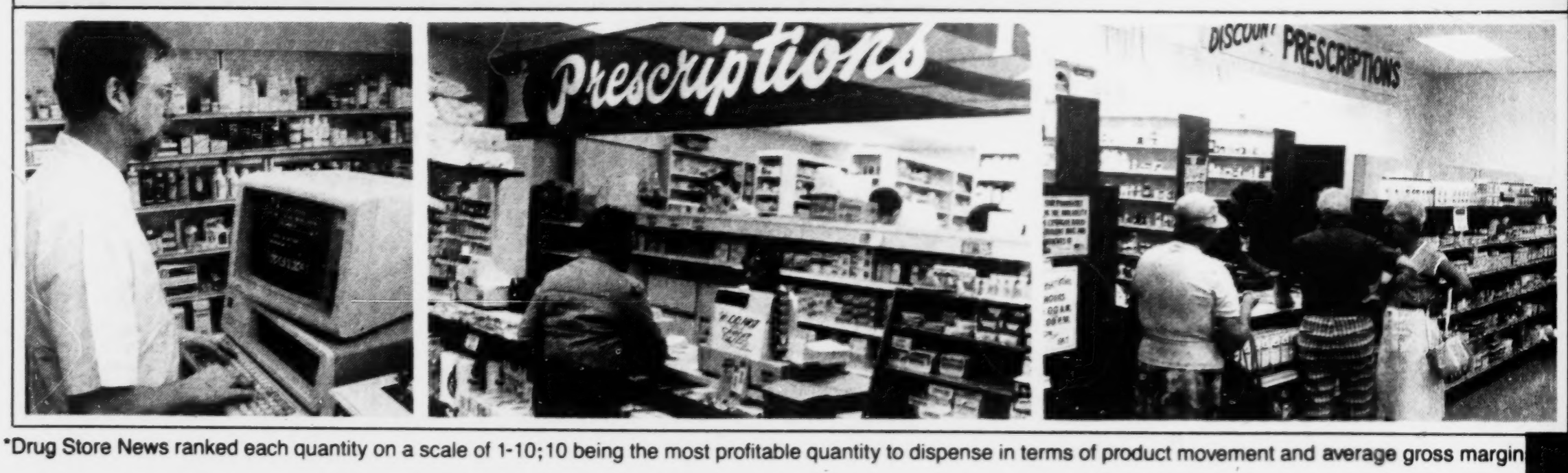


Average Quantity Dispensed Per Script



Procardia Caps 10mg Pfizer—Avg. Rx #99 $26.92 Avg. % Gross Margin 13%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% of Rx Dispensed	0.39	0.30	0.01	0.39	0.35	4.36	0.23	7.34	72.21	14.37	**100.00**
Avg. Refill % by Qty. Disp.	51.28	56.67	0.00	33.33	51.43	56.98	78.26	70.68	73.35	72.44	71.93
Average GM %	38.34	43.79	48.68	38.17	38.61	33.31	32.45	22.43	13.00	8.55	12.77
Profitability Ranking*	5	4	1	6	3	8	2	9	10	7	—



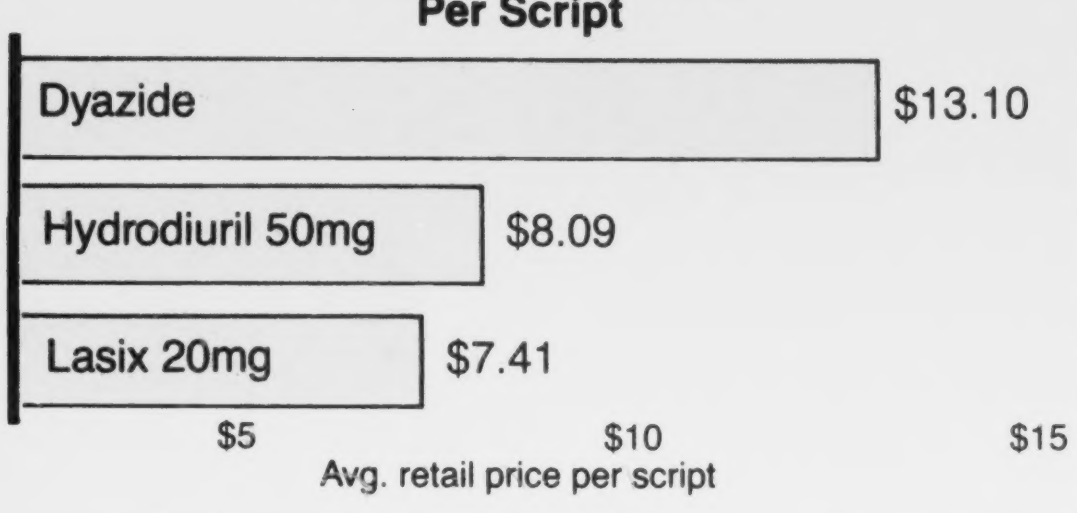
*Drug Store News ranked each quantity on a scale of 1-10;10 being the most profitable quantity to dispense in terms of product movement and average gross margin

Dispensing Profiles/Diuretics

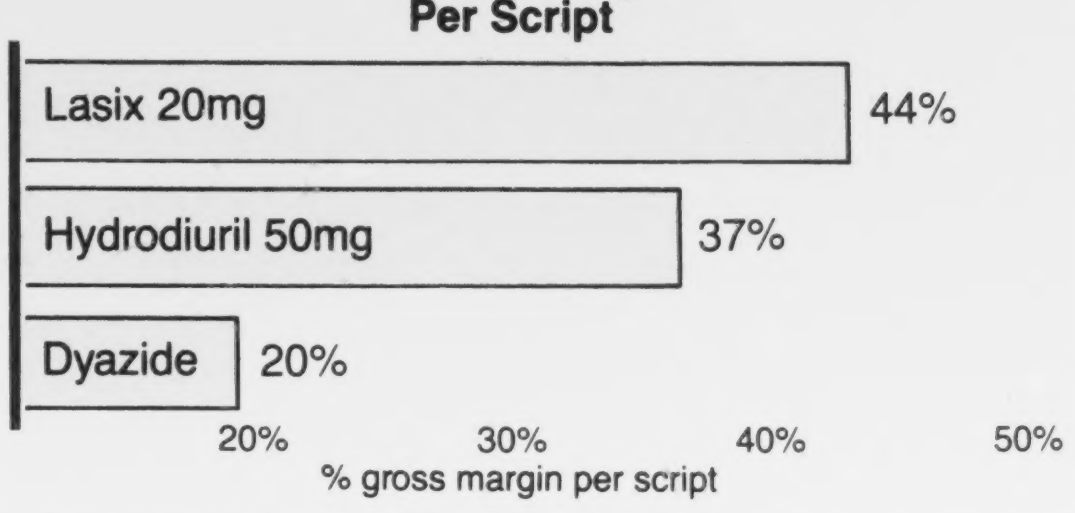
Dyazide Caps SKF—Avg. Rx #61 $13.10 Avg. % Gross Margin 20%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	**Total**/Avg.
% of Rx Dispensed	0.93	1.42	0.15	0.97	0.47	31.70	4.96	9.92	47.27	2.17	**100.00**
Avg. Refill % by Qty. Disp.	52.93	56.93	68.75	48.42	68.84	67.88	73.25	71.38	67.78	67.07	67.95
Average GM %	60.19	52.85	49.54	45.78	45.11	36.17	35.99	25.51	13.63	7.51	20.18
Profitability Ranking*	5	6	1	4	3	10	7	8	9	2	—

Average Retail Price Per Script



% Gross Margin Per Script



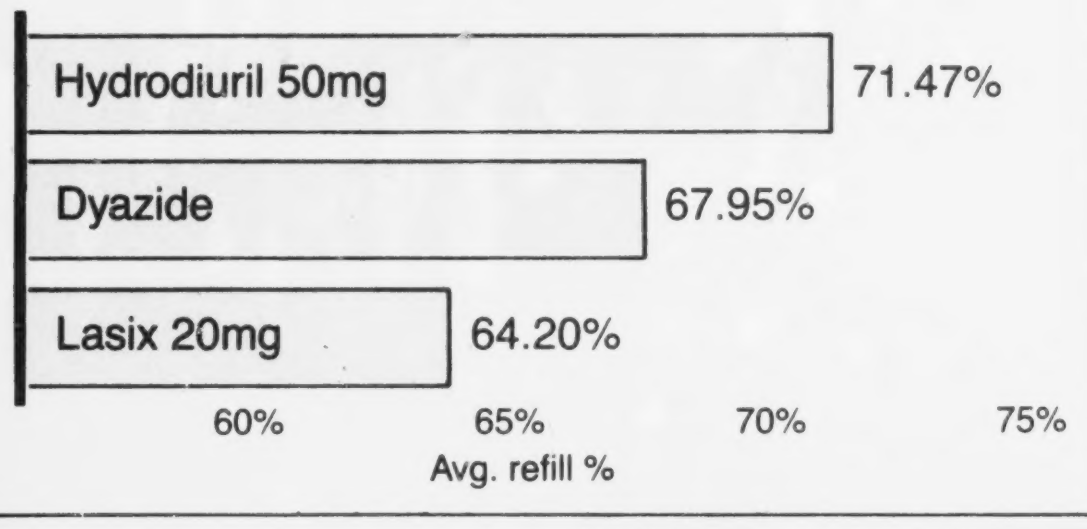
Hydrodiuril Tabs 50mg MSD—Avg. Rx #61 $8.09 Avg. % Gross Margin 37%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	**Total**/Avg.
% of Rx Dispensed	0.70	1.31	0.08	1.47	0.63	30.85	5.55	12.92	44.41	2.04	**100.00**
Avg. Refill % by Qty. Disp.	46.88	70.00	75.00	65.67	62.07	70.84	77.47	74.02	71.49	64.52	71.47
Average GM %	77.82	68.77	62.25	62.09	62.45	54.62	53.10	42.14	27.67	20.10	36.56
Profitability Ranking*	4	5	1	6	2	10	7	8	9	3	—

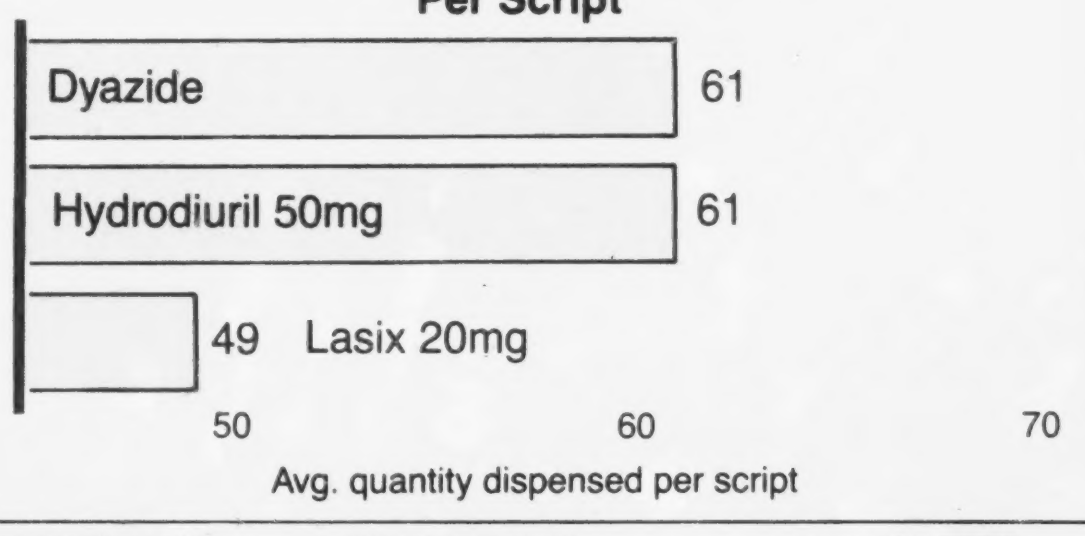
Lasix Tabs 20mg Hoechst—Avg. Rx #49 $7.41 Avg. % Gross Margin 44%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	**Total**/Avg.
% of Rx Dispensed	2.43	2.91	0.23	3.68	1.11	40.14	4.81	12.34	31.13	1.17	**100.00**
Avg. Refill % by Qty. Disp.	31.58	56.62	90.91	50.00	65.38	66.31	68.44	67.59	64.40	58.18	64.20
Average GM %	72.01	71.91	70.08	63.95	62.35	54.89	55.48	44.63	31.95	23.02	43.53
Profitability Ranking*	4	5	1	6	3	10	7	8	9	2	—

Average Refill %



Average Quantity Dispensed Per Script



g Store News ranked each quantity on a scale of 1-10; 10 being the most profitable quantity to dispense in terms of product movement and average gross margins.

Dispensing Profiles/Minor Tranquilizers

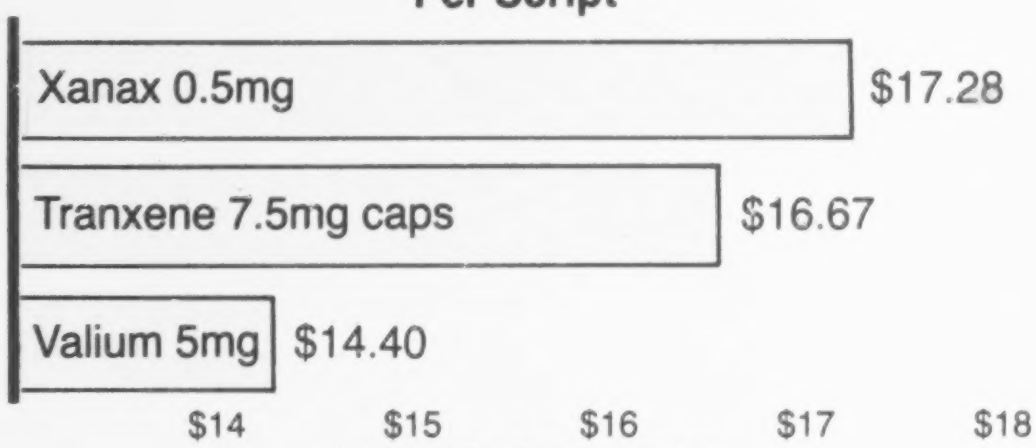
Tranxene Caps 7.5mg Abbott—Avg. Rx #53 $16.67 Avg. % Gross Margin 24%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% of Rx Dispensed	2.60	1.96	0.16	3.40	2.23	29.02	2.73	20.68	35.75	1.43	**100.00**
Avg. Refill % by Qty. Disp.	39.29	35.85	22.22	34.97	40.83	44.75	53.74	51.57	50.31	54.55	47.76
Average GM %	56.31	48.10	45.27	43.15	41.10	34.37	34.14	26.14	16.96	13.83	23.65
Profitability Ranking*	6	5	1	7	3	10	4	8	9	2	—

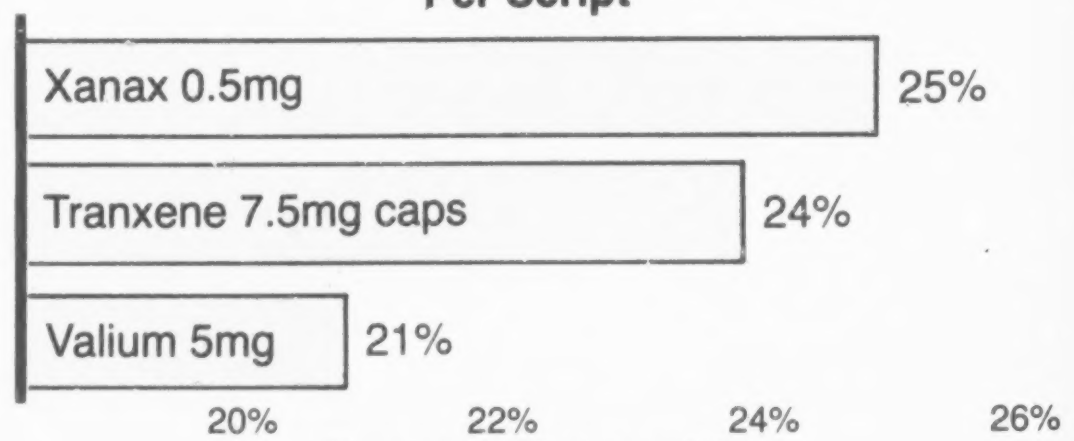
Valium Tabs 5mg Roche—Avg. Rx #53 $14.40 Avg. % Gross Margin 21%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% of Rx Dispensed	3.35	2.25	0.18	4.86	1.98	26.74	2.26	22.13	34.58	1.63	**100.00**
Avg. Refill % by Qty. Disp.	16.11	27.00	37.50	25.35	36.82	41.52	50.89	46.56	51.12	51.79	44.27
Average GM %	58.40	46.17	41.08	41.76	39.79	32.38	31.59	23.91	13.65	9.77	21.02
Profitability Ranking*	6	5	1	7	4	10	3	9	8	2	—

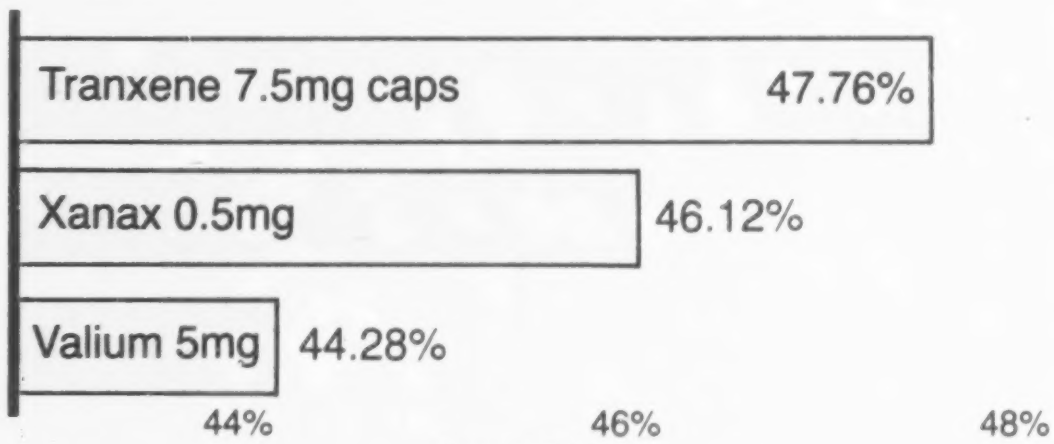
Average Retail Price Per Script



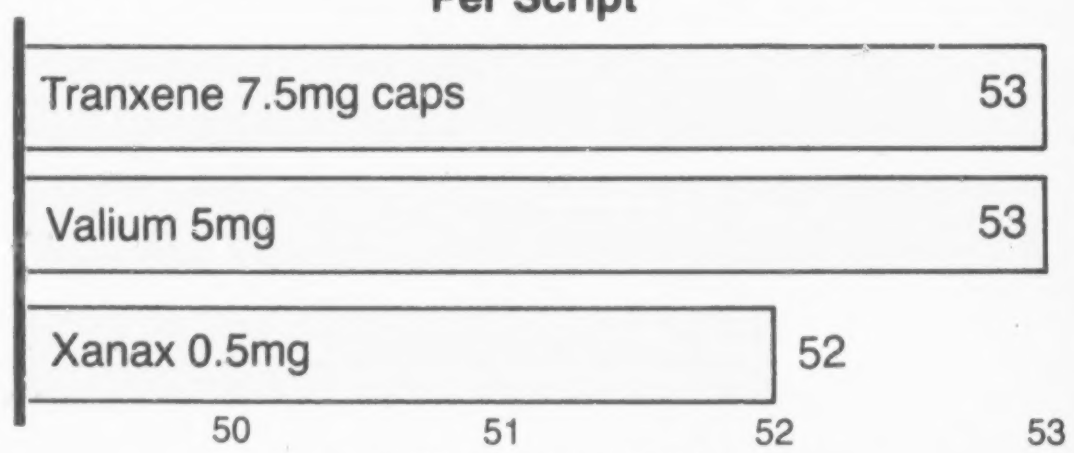
% Gross Margin Per Script



Average Refill %

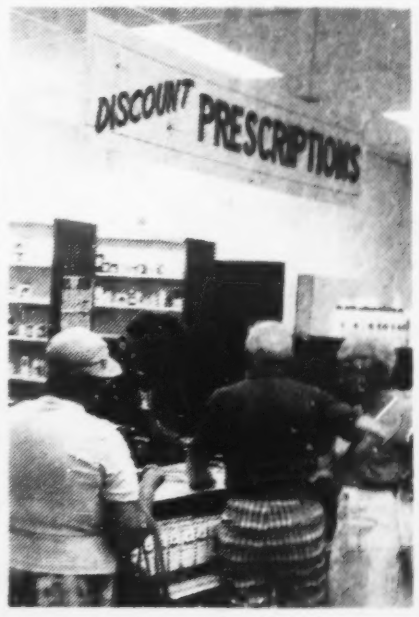


Average Quantity Dispensed Per Script



Xanax Tabs 0.5mg Upjohn—Avg. Rx #52 $17.28 Avg. % Gross Margin 25%

Quantity Dispensed	0-12	13-16	17-18	19-20	21-24	25-30	31-36	37-50	51-100	100+	Total/Avg.
% of Rx Dispensed	2.35	1.99	0.13	4.80	2.08	29.09	2.13	21.08	34.43	1.87	**100.00**
Avg. Refill % by Qty. Disp.	40.29	34.75	50.00	34.51	44.72	44.04	49.21	49.12	48.80	42.34	46.12
Average GM %	53.81	48.46	36.65	44.55	42.03	35.59	31.39	25.98	17.99	15.23	24.55
Profitability Ranking*	6	5	1	7	4	10	3	8	9	2	—



*Drug Store News ranked each quantity on a scale of 1-10; 10 being the most profitable quantity to dispense in terms of product movement and average gross margin

Top 100 Bulk Buying Chart

Product	Manufacturer	Small		Bulk		Savings	
		Size	Price	Size	Price	$	%
Achromycin V capsules 250mg	Lederle	100	$ 5.61	1,000	$32.07	24.03	74.9
Aldactazide tablets 25/25	Searle	100	23.75	1,000	218.48	19.02	8.7
Aldomet tablets 250mg	MSD	100	17.95	1,000	174.16	5.34	3.1
Aldomet tablets 500mg	MSD	100	32.94	500	162.36	2.34	1.4
Aldoril tablets 25mg	MSD	100	24.43	1,000	237.19	7.11	3.0
Amoxil capsules 500mg	Beecham	100	21.07	500	100.36	4.99	5.0
Anaprox tablets 275mg	Syntex	100	41.28	500	199.32	7.08	3.6
Apresoline tablets 25mg	Ciba	100	11.27	1,000	109.33	3.37	3.1
Ativan tablets 1mg	Wyeth	100	24.23	1,000	230.16	12.14	5.3
Bactrim DS tablets	Roche	100	45.08	500	182.01	43.39	23.8
Benadryl capsules 25mg	Parke Davis	100	7.66	1,000	66.48	10.12	15.2
Benadryl capsules 50mg	Parke Davis	100	11.33	1,000	99.14	14.16	14.3
Brethine tablets 2.5mg	Geigy	100	11.86	1,000	114.96	3.64	3.2
Calan tablets	Searle	100	22.03	1,000	187.68	32.62	17.4
Catapres tablets 0.1mg	Boehringer Ingelheim	100	18.03	1,000	174.88	5.42	3.1
Catapres tablets 0.2mg	Boehringer Ingelheim	100	27.54	1,000	267.18	8.22	3.1
Ceclor capsules 250mg	Lilly	15	13.97	100	88.63	4.50	5.1
Corgard tablets 40mg	Squibb	100	37.50	1,000	358.13	16.87	4.7
Coumadin tablets 5mg	Dupont	100	14.16	1,000	133.56	8.04	6.0
Dalmane capsules 30mg	Roche	100	21.68	500	107.40	1.00	0.9
Darvocet N 100mg	Lilly	100	22.83	500	108.43	5.72	5.3
Darvon Compound capsules 65mg	Lilly	100	14.91	500	70.84	3.71	5.2
Diabinese tablets 250mg	Pfizer	100	34.59	1,000	331.98	13.92	4.2
Dimetapp Extab	A. H. Robins	100	20.35	500	92.80	8.95	9.6
Dipyridamole tablets 25mg	Rugby	100	4.70	1,000	24.80	19.20	77.4
Donnatal tablets	A. H. Robins	100	3.95	1,000	35.85	3.65	10.2
Dyazide capsules	SKF	100	18.15	1,000	175.20	6.30	3.6
EES 400 Filmtabs	Abbott	100	24.15	500	109.78	10.97	10.0
E mycin tablets 250mg	Upjohn	100	20.36	500	101.00	0.80	0.8
Enduron tablets 5mg	Abbott	100	15.65	1,000	151.80	4.70	3.1
Eryc capsules 250mg	Parke Davis	100	21.37	500	104.70	2.15	2.1
Feldene capsules 20mg	Pfizer	100	114.70	500	561.58	11.92	2.1
Fiorinal tablets	Sandoz	100	14.88	1,000	141.00	7.80	5.5
Flexeril tablets 10mg	MSD	30	13.35	100	42.01	2.49	5.9
Hydergine oral tablets 1mg	Sandoz	100	25.68	500	121.80	6.60	5.4
Hydrochlorothiazide 50mg	Rugby	100	1.94	1,000	9.65	9.75	101.0
Hydrodiuril tablets 50mg	MSD	100	9.29	5,000	414.24	50.26	12.1
Inderal tablets 10mg	Ayerst	100	8.41	5,000	391.90	28.60	7.3
Inderal tablets 20mg	Ayerst	100	11.82	5,000	551.41	39.59	7.2
Inderal tablets 40mg	Ayerst	100	17.04	5,000	794.17	57.83	7.3
Inderal tablets 80mg	Ayerst	100	28.42	1,000	273.13	11.07	4.1
Indocin capsules 25mg	MSD	100	27.14	1,000	263.18	8.22	3.1
Isordil Titradose 10mg	Ives	100	9.17	1,000	86.18	5.52	6.4
K-tabs 750mg	Abbott	100	9.12	1,000	87.59	3.61	4.1
Keflex pulvules 250mg	Dista	20	12.14	100	57.81	2.89	5.0
Keflex capsules 500mg	Dista	20	23.89	100	113.61	5.84	5.1
Klotrix tablets 10mEq	Mead Johnson	100	8.83	1,000	78.34	9.96	12.7
Lanoxin tablets 0.125mg	Burroughs Wellcome	100	3.42	1,000	27.60	6.60	23.7
Lanoxin tablets 0.25mg	Burroughs Wellcome	100	3.59	5,000	124.20	55.30	44.5
Lasix tablets 20mg	Hoechst	100	8.85	1,000	79.85	8.65	10.8

Top 100 Bulk Buying Chart

Product	Manufacturer	Small		Bulk		Savings	
		Size	Price	Size	Price	$	%
Lasix tablets 40mg	Hoechst	100	12.45	1,000	112.35	12.15	10.8
Librax capsules	Roche	100	24.24	500	120.20	1.00	0.8
Lomotil tablets	Searle	100	24.16	2,500	520.86	83.14	16.0
Lopressor tablets 50mg	Geigy	100	19.20	1,000	186.05	5.95	3.2
Lopressor tablets 100mg	Geigy	100	34.55	1,000	334.95	10.55	3.1
Medrol 4mg	Upjohn	21	8.00	100	35.13	2.97	8.4
Mellaril tablets	Sandoz	100	20.10	1,000	181.86	19.14	10.5
Micro K capsules 8mEq	A.H. Robins	100	7.80	500	34.90	4.10	11.7
Minipress capsules 1mg	Pfizer	250	40.30	1,000	158.05	3.15	2.0
Minipress capsules 2mg	Pfizer	250	56.11	1,000	220.00	4.44	2.0
Motrin tablets 400mg	Upjohn	100	17.31	500	82.50	4.05	4.9
Motrin tablets 600mg	Upjohn	100	24.56	500	117.50	5.30	4.5
Nalfon tablets 600mg	Dista	100	34.31	500	166.66	4.89	2.9
Naprosyn tablets 250mg	Syntex	100	42.62	500	207.77	5.33	2.6
Naprosyn tablets 375mg	Syntex	100	54.30	500	263.38	8.12	3.1
Parafon Forte tablets	McNeil	100	27.06	500	131.34	3.96	3.0
Orinase tablets 500mg	Upjohn	100	17.49	1,000	170.65	4.25	2.5
Percodan tablets	Du Pont	100	20.75	1,000	196.38	11.12	5.7
Persantine tablets 25mg	Boehringer Ingelheim	100	13.48	1,000	127.93	6.87	5.4
Persantine tablets 50mg	Boehringer Ingelheim	100	21.74	1,000	206.51	10.89	5.3
Persantine tablets 75mg	Boehringer Ingelheim	100	29.08	500	141.04	4.36	3.1
Phenobarbital tablets 30mg	Lilly	100	1.60	1,000	7.85	8.15	103.8
Premarin tablets 0.625mg	Ayerst	100	11.59	1,000	110.53	5.37	4.9
Premarin tablets 1.25mg	Ayerst	100	15.86	1,000	151.32	7.28	4.8
Procan SR tablets 500mg	Parke Davis	100	24.67	500	117.18	6.17	5.3
Procardia capsules 10mg	Pfizer	100	24.88	300	73.13	1.51	2.1
Quinaglute duratabs	Berlex	100	36.80	500	168.20	15.80	9.4
Reglan tablets	A.H. Robins	100	23.55	500	111.80	5.95	5.3
Rufen tablets 400mg	Boots	100	10.80	500	48.00	6.00	12.5
Ser-Ap-Es tablets	Ciba	100	19.86	1,000	192.64	5.96	3.1
Slow K tablets	Ciba	100	8.48	1,000	82.31	2.49	3.0
Stuartnatal 1 + 1 tablets	Stuart	100	9.66	500	46.87	1.43	3.1
Synthroid tablets 0.1mg	Flint	100	6.24	1,000	53.03	9.37	17.7
Synthroid tablets 0.15mg	Flint	100	7.49	1,000	63.65	11.25	17.7
Synthroid tablets 0.2mg	Flint	100	8.98	1,000	76.29	13.51	17.7
Tegretol tablets 200mg	Geigy	100	20.64	1,000	200.03	6.37	3.2
Theo-Dur tablets 300mg	Key	100	14.09	1,000	129.37	11.53	8.9
Thyroid tablets 1gr	Lilly	100	2.01	1,000	14.33	5.77	40.3
Tolinase tablets 250mg	Upjohn	100	33.90	1,000	326.56	12.44	3.8
Tranxene capsules 7.5mg	Abbott	100	25.29	500	124.59	1.86	1.5
Tylenol w/codeine #3 30mg tablets	McNeil	100	10.18	1,000	93.56	8.24	8.8
Tylenol w/codeine #4 60mg tablets	McNeil	100	19.14	500	90.78	4.92	5.4
Valium tablets 2mg	Roche	100	14.34	500	70.70	1.00	1.4
Valium tablets 5mg	Roche	100	22.36	500	110.80	1.00	0.9
Valium tablets 10mg	Roche	100	37.73	500	187.65	1.00	0.5
Xanax tablets 0.25mg	Upjohn	100	20.48	500	99.33	3.07	3.1
Xanax tablets 0.5mg	Upjohn	100	26.40	500	128.00	4.00	3.1
Zantac tablets 150mg	Glaxo	30	24.92	60	48.39	1.45	3.0
Zyloprim tablets 100mg	Burroughs Wellcome	100	10.92	1,000	101.99	7.21	7.1
Zyloprim tablets 300mg	Burroughs Wellcome	100	29.90	500	143.60	5.90	4.1

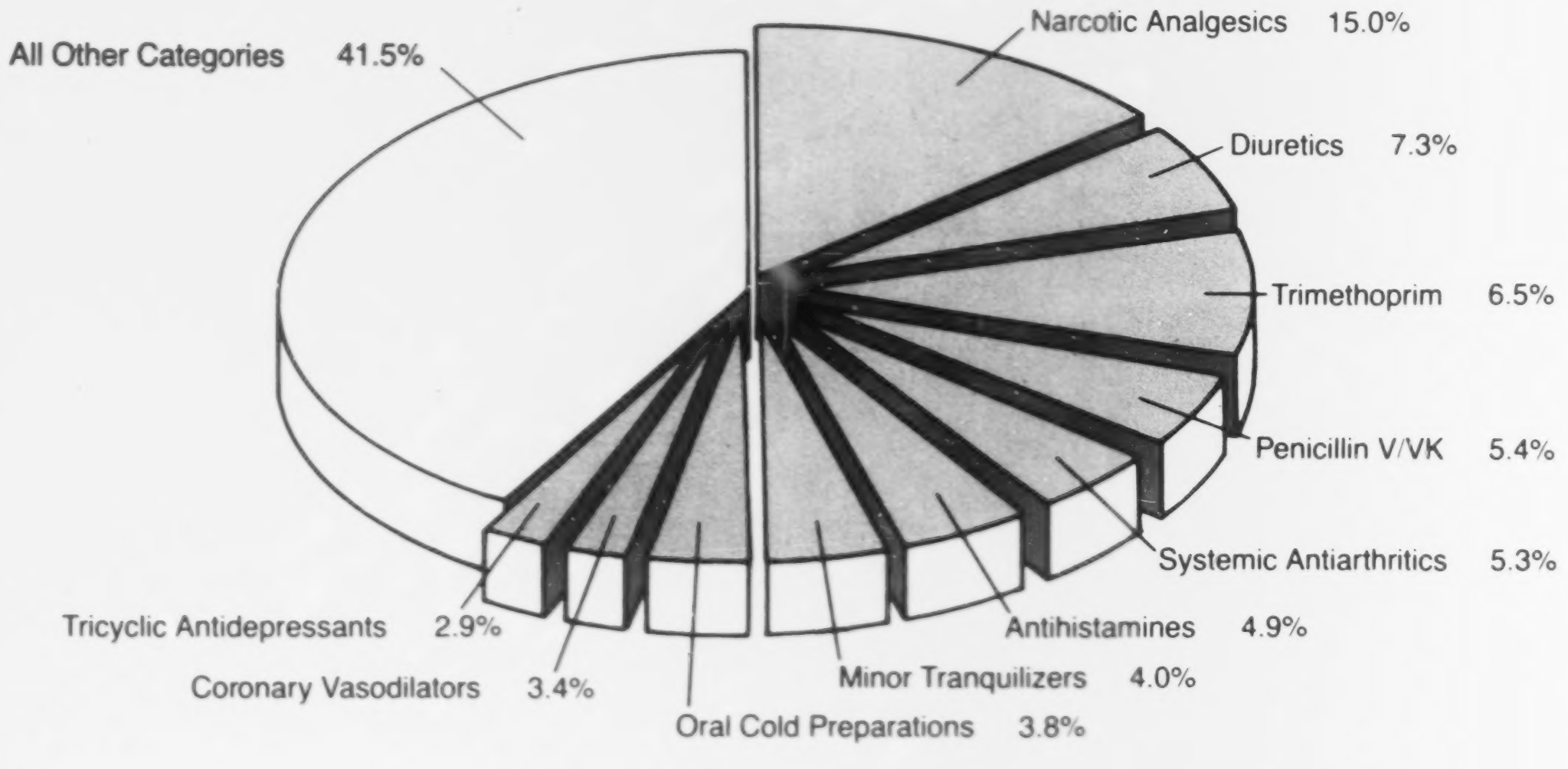
20 Most Frequently Prescribed Generic Products

Rank based on number of Rxs '82	'83	'84	Product Category	Total Category % Growth '84/'83 New Rxs	Total Rxs
1	1	1	Amoxicillin	+10%	+10%
2	2	2	Ampicillin	− 9	− 9
3	4	3	Penicillin VK	− 2	− 2
4	6	4	Tetracycline Systemic	− 4	− 4
16	8	5	Erythromycin	− 1	− 1
6	5	6	Prednisone Oral	+ 2	− 2
7	3	7	Thiazides	− 8	−10
NA	10	8	Coronary Vasodilators	−10	−10
8	11	9	Phenobarbital	−10	−10
7	7	10	Topical Corticosteroids	− 1	− 1
10	12	11	Nitroglycerin	+ 5	+ 6
14	17	12	Meprobamate	−10	−10
NA	NA	13	Hematinics	− 2	− 2
19	16	14	Tricyclic Antidepressants	+ 1	+ 1
NA	NA	15	Analgesics with Codeine	+ 1	+ 2
11	15	16	Thyroid	+ 3	+ 1
12	9	17	Insulin	+12	+15
9	13	18	Cardiac Glycosides	+ 2	+ 2
NA	19	19	Antigout Treatments	+ 2	+ 1
15	14	20	Potassium Supplements	+ 2	+ 4

Source: *Drug Store News* Survey

Most Frequently Substituted Categories (September 1984)

	100%
Total New Prescriptions	**3.6 million**
Top 10 categories	**58.6%**



Source: Market Measures

Summary of Drug Substitution Regulations by State

State	Formulary Limitations	Mandatory or discretionary	Mandates record of substitutions	Mandates savings be given to consumers	Mandates patient notification
Alabama	none	d	yes	no	no
Alaska	none	d	no	yes	yes
Arizona	none	d	yes	yes	yes
Arkansas	negative	d	no	yes	yes
California	negative	d	no	no	yes
Colorado	none	d	no	yes	yes
Connecticut	none	d	yes	yes	yes
Delaware	positive (F.D.A.)	d	yes	yes	yes
D.C.	positive	d	yes	no	no
Florida	negative	m	yes	yes	yes
Georgia	none	d	yes	no	no
Hawaii	positive	m	yes	yes	yes
Idaho	none	d	yes	yes	yes
Illinois	positive	d	yes	no	no
Indiana	none	d	yes	no	yes
Iowa	positive	d	no	yes	yes
Kansas	none	d	no	no	no
Kentucky	negative (F.D.A.)	m	yes	no	no
Louisiana	none	d	yes	yes	yes
Maine	positive (F.D.A.)	d	no	no	yes
Maryland	positive (F.D.A.)	d	yes	yes	no
Massachusetts	positive	m	no	no	no
Michigan	none	d	no	yes	no
Minnesota	none	d	no	yes	yes
Mississippi	none	d	no	yes	no
Missouri	negative	d	no	yes	no
Montana	none	d	no	yes	yes
Nebraska	negative	d	no	yes	yes
Nevada	none	d	yes	yes	yes
New Hampshire	positive (F.D.A.)	d	yes	yes	yes
New Jersey	positive	m	no	yes	yes
New Mexico	positive (F.D.A.)	d	no	no	no
New York	positive	m	yes	no	yes
North Carolina	none	d	yes	yes	no
North Dakota	none	d	yes	yes	yes
Ohio	positive	d	yes	yes	yes
Oklahoma	none	d	no	no	no
Oregon	none	d	yes	no	yes
Pennsylvania	positive	m	yes	yes	yes
Puerto Rico	positive	d	yes	yes	yes
Rhode Island	none	m	yes	yes	no
South Carolina	none	d	yes	no	yes
South Dakota	none	d	no	no	no
Tennessee	positive	d	yes	yes	no
Texas	none	d	yes	no	yes
Utah	negative	d	yes	yes	yes
Vermont	positive	m	no	no	yes
Virginia	positive	d	yes	no	yes
Washington	none	m	yes	yes	yes
West Virginia	negative	d	yes	yes	yes
Wisconsin	F.D.A. list	d	no	yes	yes
Wyoming	none	d	yes	yes	no

Source: *Drug Store News* Survey

Potential Poisoning Agents (Ranked by Seriousness of Medical Consequences)

Poisoning agent	Likely medical consequence			% of cases treated at a health care facility
	major (%)	minor (%)	none (%)	
Pharmaceuticals				
Antidepressants	51	35	14	69
Vitamins	38	32	30	40
Anticonvulsants	36	37	27	58
Cardiovasculars	35	29	46	43
Sedative/hypnotics/antipsycotics	35	49	16	61
Asthma therapies	33	37	30	44
Stimulants/street drugs	33	49	18	50
Antineoplastics	28	28	44	62
Antihistamines	24	40	36	41
Analgesics	23	31	46	41
Anticholinergics	23	41	36	40
Diuretics	19	36	45	32
Anticoagulants	18	18	64	22
Antimicrobials	15	24	61	15
Cough and Cold preps	12	42	46	24
Electrolytes/minerals	11	29	60	14
Hormones	10	16	74	14
Gastrointestinal preps	9	27	64	11
Nonpharmaceuticals				
Insecticides/pesticides	27	31	42	22
Chemicals	19	33	48	22
Plants	16	18	66	8
Alcohol	14	39	47	28
Hydrocarbons	12	42	46	19
Cleaning substances	10	40	50	16
Cosmetics	5	26	69	7

U.S. Poison Control Center 1983 Findings

Safeguarding Your Home From Poisonings

1. Poison Control Center Number ___ 800 _____ (Fill in local number)
2. Keep one 1-oz. bottle of syrup of ipecac per child
3. Put locks on all cabinet doors
4. Keep *all* medications, especially vitamins and flavored analgesics, out of the reach AND sight of children
5. Keep the safety caps on all medications
6. Keep all cleaning fluids and detergents in locked cabinets
7. Know the names of all household plants
8. Always call the POISON CONTROL CENTER if you suspect a poisoning has occurred.
9. If, despite your efforts, some type of poisoning does occur and you must go to a hospital, always bring a sample of the original bottle from the ingested substance.

As a service to your customers, you may wish to zerox this chart to distribute to patients with small children.

Courtesy of: Stamp in your name and the name of your store

Rx Drug Reference Guide

1984 New and Refill Prescription Volume in Retail Drug Stores (Noncompounded Prescriptions)

	Rx Volume (# Millions)	% Share	% Change from 1983
New	752	49	+1.1
Refill	782	51	+3.7
Total Scripts	1,534	100	+1.3

Source: *Drug Store News* survey

Auxiliary Warning Labels

(supplement to the Rx Drug Reference Guide)

1X May cause drowsiness. Alcohol may intensify this effect. Use care when operating a car or dangerous machinery.

2X Important, finish all this medication unless otherwise directed by your doctor.

3X Take medication on an empty stomach one hour before or two to three hours after a meal unless otherwise indicated by your doctor.

4X Do not take dairy products, antacids, or iron preparations within one hour of this medication.

5X Medication should be taken with plenty of water.

6X Medication may cause discoloration of the urine or feces.

7X* It may be advisable to drink a full glass of orange juice or eat a banana daily while taking this medication.

8X Do not drink alcoholic beverages while taking this medication.

9W Some nonprescription drugs may aggravate your condition. Read all labels carefully. If a warning appears, check with your doctor.

10X Take with food or milk.

11X Avoid prolonged exposure to sunlight and finish all this medication unless otherwise directed by prescriber.

Sample Monograph

APRESOLINE Hydralazine _____ **TRADE NAME Generic Name**
CIBA _____ **MANUFACTURER**
Multiple Source _____ **AVAILABILITY**
Auxiliary Label 9W and 13W _____ **LABELS BY NUMBER**

DRUG INFORMATION

a. Drug therapy compliance among patients taking antihypertensive agents is very poor. Every effort should be made to assure that the patient understands the need for taking medication exactly as directed to prevent future problems.
b. Since sympathomimetics, including those present in OTC cough, cold or allergy remedies and appetite appeasers (phenylpropanolamine, phenylephrine, ephedrine) may aggravate high blood pressure, patients receiving Apresoline should obtain advice.

12X** Refrigerate and shake well. Discard after _____ .
(date)

13W It is very important that you take or use this drug exactly as directed. Do not skip doses or discontinue unless directed by your doctor.

14W Obtain medical advice before taking nonprescription drugs as some may affect the action of this medication.

15W May cause drowsiness or dizziness.

16W This drug may impair your ability to drive or operate machinery. Use care until you become familiar with its effects.

*Label 7X is not recommended for use on prescriptions for diabetic patients.
**Label 12X is indicated for selected liquid dosage forms.

05150-2

Merchandiser: Ethnic outshine other H&BA—p. 15

Pharmacy: Legalized heroin bill revived by Waxman-p. 37

Special feature: Offering savings to diabetic customers—p. 43

DRUG STORE NEWS®

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Hook Drug launches Promise, its own credit card program

See related story page 3

By Tim O'Brien

INDIANAPOLIS — Hook's Promise, a new customer service and charge card program, made its debut on May 1, and is being backed by the biggest promotional effort in the chain's history.

For customers, Promise provides an opportunity to charge purchases for the first time in Hook's 85-year history. The card can also be used to expedite check approval, obtain cash advances up to $25, or write a check for $25 cash, with or without a purchase.

For Hook's, the program provides the chain with a built-in customer list, complete with demographics, on which to base direct-mail efforts. An "average customer" profile will be able to be developed from the information on the Promise application.

Hook's will be able to extract information from the list by specific age groups, income levels, geographic areas, etc., thus enabling the company to develop special merchandising programs for the various segments.

The program, set up in conjunction with the Anthony Wayne Bank of Fort Wayne, Ind., will be administered by the bank. The drug chain paid a flat fee for the initial set up, and will be assessed a flat percentage of each purchase charged on the card, similar to the Visa and MasterCard programs.

No carrying charges will be

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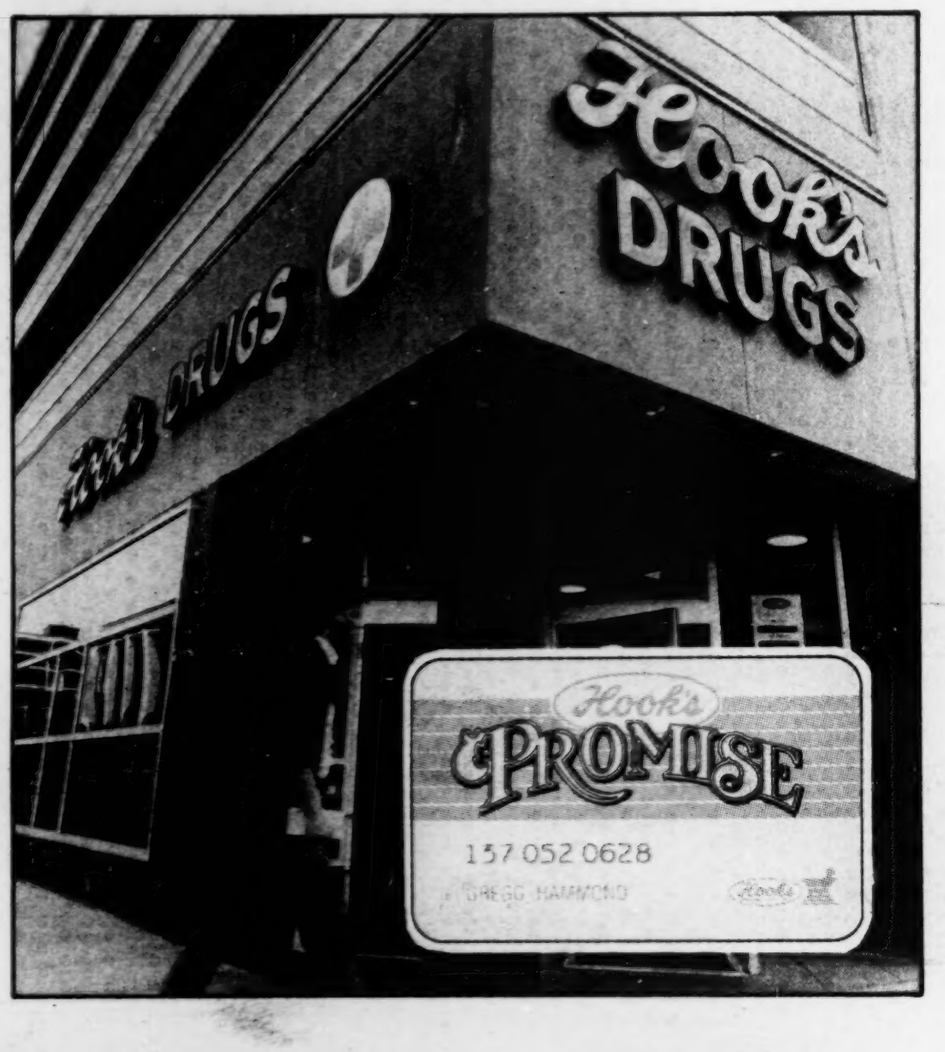

Genovese introduces a direct mail catalog

By Jim Ricchiuti

MELVILLE, N.Y. — Genovese Drug Stores has entered the fast-growing mail-order business with the launch of Genovese Direct, a new direct marketing division.

GENOVESE DIRECT
A DIVISION OF GENOVESE DRUG STORES, INC.

Genovese kicked off the program earlier this spring with a "Shape Up For Spring" catalog insert in newspapers, direct mail and in-store circulars that included vitamins, exercise equipment, a guide to vitamin use and the popular-selling Jane Fonda Workout tape.

Subsequent direct response advertising inserts have broken for home health care equipment and baby care items. Most of the merchandise sold under the Genovese Direct banner is not normally carried in conventional Genovese drug stores.

Customers can purchase the merchandise either by using mail-order coupons from the inserts or by calling a toll-free 800 telephone number.

While Genovese initially is targeting the direct marketing program to its key operating areas in New York, Connecticut and New Jersey, the chain will also have as many as 50 mail-order sku's available nationally through the Com-

Continued on page 54

Longs builds takeover defense

By Bruce Buckley

WALNUT CREEK, Calif. — Longs Drug Stores is setting up a new defensive alignment to discourage end sweeps by corporate raiders.

In a proxy statement to shareholders, the company's three top executives say the new reorganization plan "will enable your Board of Directors to better represent the shareholders' interest if a third party should attempt to obtain control of the company."

The three execs—chairman Joe Long, president and ceo Bob Long and executive vp Dick Scott—specifically mention recent cases in which shareholders have been "treated unfairly" in takeover battles, "especially in the so-called 'two-tier' bids."

In a two-tier bid, a raider offers a "sweetheart price" for a percentage of the stock to gain control of the company and then offers a far less attractive deal to remaining shareholders once control is obtained.

In the investment community, Longs is considered a prize catch. Analysts point out that the company has no long- or short-term debt; it owns a sizable portion of the real estate on which its more than 190 stores stand, and it has prime locations and beautiful stores in some of the most affluent markets in the country.

In a February article, *Forbes* magazine painted an attractive portrait of Longs as a possible takeover candidate titled 'Long shot." In addition,

Continued on page 54

Bergen says no to merger with National Intergroup

LOS ANGELES — Bergen Brunswig Corp. has learned that cash that comes cheaply often can come with risks.

In breaking off its planned merger with National Intergroup, Bergen sought to avoid the risks.

Bergen backed out of the merger, which was approved by shareholders of both companies earlier this year, after National Intergroup restated its 1984 earnings downward by nearly $39 million and projected a loss for the first quarter of 1985.

During the preliminary merger discussions, Bergen said that the combined companies would have had substantial cash funds to finance future acquisitions, particularly in the area of distribution. National has cash assets of more than $300 million, generated from the sale of its 50% interest in National Steel to Nippon Kokan of Japan.

In addition, National also had nearly $500 million in tax loss carryforward, which the new company would have

Continued on page 51

McKesson to pay $161M for Spectro Industries

SAN FRANCISCO — McKesson Corp., the nation's largest drug wholesaler, will acquire the eighth largest, Spectro Industries, for $20 a share, or approximately $161 million in cash.

The deal will give McKesson a vigorous shove forward in its competitive race with two other aggressively growth-minded wholesalers, Bergen Brunswig and FoxMeyer.

In acquiring the Jenkintown, Pa.-based wholesaler, McKesson will add another $450 million in sales and also fill in the last remaining markets that it has not penetrated—Philadelphia, Baltimore and Washington.

McKesson, whose drug and health care group recorded $2.9 billion in sales and $70.2 million in operating earnings this past year (see page 6), will thus become the first truly national drug wholesaler.

According to McKesson, Spectro is "expected to be operated as a separate subsidiary" under the current management, headed by Joe Garde, chairman and presi-

Continued on page 53

RTE NEWS....LATE NEWS....LATE NE

WITH ITS EYE on greater Sunbelt penetration, Bergen Brunswig signed an agreement to acquire the pharmaceutical distribution operations of Davis Bros. Drug Co. of Denver, a $110 million wholesaler with distribution centers in Florida, Tennessee, Colorado and Montana.

Ethnic pantyhose:

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0023447C
MS JEANNE LONG
CONGRESSIVE INFO SRVCS I 1FC
4520 EAST WEST HIGHWAY
BETHESDA MD 20814

NEWS IN BRIEF

Insulin nasal spray proven effective

BOSTON — A new insulin delivery system, a nasal spray, may replace injections as the best way to administer insulin to some diabetics.

A team of Boston University researchers reported in the New England Journal of Medicine that they successfully treated diabetes for up to three months by administering insulin in a nasal spray. More studies, however, are needed before the spray could be put into widespread use.

According to Renate Kimmerle, M.D., one of the Boston researchers who conducted the study, the spray contains a concentrated form of fast-acting insulin, which "very quickly" enters the bloodstream where it breaks down sugar. Because the insulin spray works so quickly, she said, diabetics can use it immediately before a meal.

Insulin administered by injection usually requires about 30 to 45 minutes to enter the bloodstream, but the absorption time varies widely between individuals.

• **See related stories on page 43.**

NACDS rejects proposed beer bill

WASHINGTON — Chain drug industry leaders are urging Congress to reject proposed legislation designed to eliminate virtually all price competition among distributors of beer and other malt beverages to drug stores.

The "Beer Bill" would create an exemption to the Federal antitrust laws enabling brewers to enforce exclusive territory restrictions on beer wholesalers.

Despite the widespread opposition, Congressional backers of the bill contend that such territorial restraints are essential to prevent malt beverage "diverters" from "undercutting" the prices of local distributors to capture chain accounts.

NACDS vp Ty Kelley called the measure "one of the most anticompetitive pieces of legislation now before Congress."

Allowing brewers to close off supply sources to drug chains and other malt beverage retailers would "eliminate price competition altogether" and "inevitably increase the cost of beer to consumers," Kelley told *Drug Store News*.

Price Mart launches third store

MINNEAPOLIS — Price Mart, the new deep discount chain, which opened its first two stores last month, opened its third on May 4 in Davenport, Iowa.

The 17,000-sq.-ft. store features a race track design and will carry about 50% deal merchandise. The rest will be basic, everyday stock.

Douglas Bablitch, president and ceo of the chain says that "we are so happy with business at the new stores, that we are going ahead with our plans."

Those plans include a May 31 opening of a Madison, Wis., store, an opening in South Bend, Ind., on July 15, an Elgin, Ill., store this fall, and three more Minneapolis stores before the first of the year.

SW launches distribution center

SAN ANTONIO — Southwestern Drug Corp., a wholesaler serving Texas, Oklahoma, New Mexico and Louisiana, has unveiled a 100,000-sq.-ft. distribution center here. The facility, which has 90,000 sq. ft. of warehouse space and more than 9,000 sq. ft. of offices, replaces an outmoded 76-year-old building in the downtown section of the city. The new state-of-the-art warehouse incorporates high bay pallet rack storage, effective flow rack/gravity flow shelving, order processing equipment and over a quarter mile of conveyor systems. The new center services more than 500 community and hospital pharmacies in southern Texas.

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Product Update 47

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One of Giant's food/drug combos in Washington D.C. When the targeted expansion is completed, Giant will operate almost 100 combos in the mid-Atlantic market.

Giant targets 23 combos in Baltimore, D.C. area

By Marjorie Shaffer

LANDOVER, Md. — Giant Foods intends to open 23 more food/drug combos in the next three years, increasing the company's total store space by 25%, or more than 1.1 million sq. ft.

The new stores will be in the Landover, Md.-based chain's existing markets, the Baltimore and Washington, D.C. Metro Areas. The units will be about 55,000 to 60,000 sq. ft., of which 10,000 sq. ft. will be the drug store portion. When the stores are completed, Giant will operate nearly 100 food/drug combos in the mid-Atlantic market.

"The market is constantly growing, especially around Washington's beltway, and we want to be a part of it," said Giant spokesman Barry Scher. "We feel there is plenty of room for us to grow there."

Although industry sources agree that Giant's food/drug combos have been gaining a share in the drug store market—total sales for fiscal 1985 rose 9.3% to $2.1 billion—the regionally powerful chain faces tough competition from Safeway's combos, from deep discounters and from Peoples, Dart and even Gray Drug Fair.

Safeway currently operates 19 food/drug combos throughout Washington, D.C., Maryland and Virginia and plans to open four to five new combos in these markets in 1985. In the Baltimore metro market, the Woodbridge, N.J.-based Supermarkets General unveiled three Pathmark Super Drug Stores in 1984.

In 1985, 12 to 15 more Pathmark deep-discount drug stores are scheduled to open. Locations have not yet been disclosed, but the food/drug giant may move more aggressively into Baltimore.

Altogether, there are three deep discounters in the Washington, D.C. and Baltimore corridors vying for market share: Pathmark, Peoples' and Bud's Deep Discount Store and More in Greenbelt, Md., and Drug Emporium in

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Albertson's to launch 30 + units

LOS ANGELES — Albertson's will open 30 to 32 new stores in 1985—two-thirds of them 42,000-sq.-ft. superstores—and the rest combination food-drug units in the 47,000- to 67,000-sq.-ft. range, according to Gary G. Michael, vice chairman of the 434-unit chain.

Michael told security analysts here that the Boise, Idaho-based chain is also interested in strengthening its presence in existing markets through acquisitions.

He said Albertson's has "looked at just about everything in the United States [including] drug stores. I don't care what it is." The company even investigated the possibility of buying "Pay Less Northwest before K mart bought them," he said. But the retailer finally "decided we're going to stay in the food and drug [combo] business. We like the stores we're building."

However, Michael said if the opportunity arose, "We have [targeted] five or six things we would like to buy. Every one of them is privately held. Those kind of things come along once in a while, but not very often. . . . Those are called romances. You got to sneak in there."

Michael specifically cited the southern California region, where the chain operates 81 stores, as an area where it would "like to make acquisitions. We really need some more growth down here. Our new store program is do-

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Chains unite in educating public on how to prevent child abduction

NEW YORK — Several drug chains have joined the nationwide effort to locate missing children and to educate the public on how to prevent child abduction.

Peoples, Hook's, Giant Foods, The Medicine Shoppes, LaVerdiere's and Pay Less NW, are among the retailers that have developed chainwide programs.

Peoples Drug recently began a program called Missing. In the program, a two-sided poster with photos of six missing children is displayed in each of Peoples' 750 stores. The photos have short descriptions and biographies of the children.

The poster is located on a candy display rack near the registers. According to Jim Coyle, director of advertising, that location was chosen because "most kids are found by other kids."

Hook's Child Safe program began on April 29 in conjunction with the rerun of TVs "Adam." According to a Hook's spokesman, that chain's efforts are aimed at the prevention of abduction and quick action if an abduction does occur. "There are so many organizations in our area printing photos of missing children, we thought we'd provide a program that might prevent children from getting to that point," said the spokesman.

Child Safe provides parents with small packets to be completed with photos and bios of their children. Then, if a child does disappear, the information is immediately available to law enforcement officers.

The Landover, Md.-based food and drug retailer, Giant Foods, has also directed its efforts toward prevention. The chain's 74 pharmacies have started inserting "Guides to the Prevention of Child Abuse and Abduction" in each bag along with the prescription order.

Sue Challis, Giant's public affairs coordinator, says that prevention is the key to abduction and that education is the key to prevention.

The food section of Giant has been putting photos of

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FINANCIAL

McKesson health division profits jump 17%

SAN FRANCISCO — McKesson Corp. reported that operating profits for its Drug and Health Care group were up sharply for the final quarter and the fiscal year ended March 31.

According to the company, operating profits for the group increased 17% to $70.2 million while sales rose 18% to $2.92 billion.

In the final quarter, the group's operating profits gained 40% to $20 million and sales were up 17% to $768.5 million.

For the corporation as a whole, sales for the year increased 14.6% to $4.9 billion from $4.28 billion in the previous year.

Net profits for the year declined 5.4% to $65 million, or $3.37 a share, from $68.7 million, or $3.53 a share, a year earlier. The earlier period included, however, a net from discontinued operations of $5.7 million, while the most recent year included a net of $752,000 from discontinued operations.

In the fourth quarter, corporate sales were up 13.6% to $1.25 billion from $1.1 billion in the comparable year-earlier period. Net income for the quarter increased 7.6% to $15 million, or 85¢ a share, from $13.9 million, or 75¢ a share, a year ago. The year-earlier period also included a gain of $370,000 from discontinued operations.

Gray Drug slump continues

CLEVELAND — Gray Drug Fair's profit slump continued into the first quarter of the new fiscal year.

Parent firm Sherwin-Williams reported that the drug store chain experienced lower gross margins in the quarter ended March 31, and as a result operating profits were down in comparison to the same period last year.

John G. Breen, chairman, said, however, "We are pleased with the sales progress at Gray Drug Fair."

The company also reported that the paint stores had higher interest expenses and a "flat operating profit performance" for the period.

The company's overall performance was up for the quarter. Net profits increased 14.4% to $5.7 million, or 25¢ a share, from $5 million, or 22¢ a share, in the comparable year-earlier period. Sales rose 6% to $492.1 million from $463.9 million.

Name	Symbol	STOCK PRICE From 04/04/85 - 04/22/85 High	Low	Close	Change Amt	Change Pct	52-Week High	52-Week Low	TREND TO MARKET Price Trend (% per day) Last 30 Days	Price Trend (% per day) Last 5 Days	Volume Trend (% per day) Last 30 Days	Volume Trend (% per day) Last 5 Days	EARNINGS/SHARE Last Fiscal Year	Latest 12 Months vs Preceding 12 Months Change Amt.		Latest 12 Months vs Preceding 12 Months Change Pct	5-Year Annual Growth Rate	Profit Margin	P/E Latest P/E Ratio	DIVIDENDS Indicated Dvd. rate Amt.	Indicated Dvd. rate Yield	Last X-Dvd. Date	FINANCIAL POSITION Last Fiscal Year Revenue	Last Fiscal Year Earnings	Current Ratio	Last Fiscal Year (Per Share) Long Term Debt	Last Fiscal Year (Per Share) Common Stock Equity
-	-	$	$	$	$	%	$	$	%	%	%	%	$	$		%	%	%	-	$	%	-	$ Mil	$ Mil	-	$	$
Chain Store transactions																											
Am Stores	ASC	55.00	51.25	53.75	.50	.94	56.50	26.50	-.18	.52	2.87	-12.48	5.24	1.63	F	45.2	95.0	1.4	10.3	.64	1.2	03-26-85	12118.8	171.5	1.5	12.39	15.26
Begley Co	BGLY	16.00	15.50	15.75	.25	1.61	17.00	14.50	-.16	.36	-6.96	.00	1.33	-.30	N	-20.4	-8.0	1.1	13.5	.72	4.6	04-15-85	61.5	.7	1.9	15.55	18.26
Big B	BIGB	17.13	14.63	16.13	1.13	7.50	17.88	8.88	-.46	-.40	1.54	3.18	.68	.15	F	28.3	22.0	3.0	23.7	.00	.0	09-21-83	148.1	4.4	2.3	.18	3.88
Drug Sys	DRGS	5.50	4.88	5.25	.00	.00	5.63	3.25	-.20	2.22	-1.85	-32.74	.56	-.25	N	-38.5	NC	2.1	13.1	.00	.0	01-25-84	82.3	1.7	3.0	1.28	5.84
Eckerd, Jack	ECK	29.00	26.25	26.50	-1.25	-4.50	32.88	20.25	-.34	-.73	5.47	31.27	2.27	.26	S	12.1	5.0	3.3	11.0	1.04	3.9	03-11-85	2622.5	85.4	2.0	2.52	16.47
Fay's Drug	FAY	10.38	9.75	9.88	-.50	-4.82	13.00	8.38	-.33	-.25	3.22	28.84	.62	.02	F	3.3	72.0	2.4	15.9	.20	2.0	03-18-85	366.7	8.7	1.7	1.78	3.82
Genovese Drug	GDX	14.00	13.25	13.88	.00	.00	16.63	11.13	-.22	.05	-3.29	-60.19	1.03	.07	F	7.3	89.0	1.9	13.5	.20	1.4	03-29-85	220.3	4.1	1.9	2.83	4.92
Hook Drugs	HOOK	36.38	36.00	36.25	.13	.35	36.50	18.00	-.04	.16	-.73	85.66	1.87	-.14	F	-7.0	6.0	2.3	19.4	1.00	2.8	04-09-85	350.9	8.1	1.7	2.75	10.38
Longs Drg Strs	LDG	29.75	24.63	28.75	3.75	15.00	29.75	17.00	.32	.29	1.73	-9.67	1.89	.17	F	9.9	12.0	2.9	15.2	.64	2.2	03-27-85	1375.8	40.1	1.9	.00	10.57
Medicare Glaser	MGCO	5.00	4.75	5.00	.25	5.26	7.75	3.50	-.53	1.12	-5.78	10.00	.43	-.19	N	-43.2	102.0	1.4	20.0	.00	.0	00-00-00	76.7	1.1	1.6	1.12	3.49
Pay N Save	PAYN	23.25	23.00	23.13	.13	.54	23.63	14.38	.02	.05	2.77	18.97	2.02	-.81	N	-41.3	-2.0	2.5	20.1	.00	.0	08-20-84	1220.5	30.1	2.0	9.01	14.37
Perry Drug	PDS	19.25	17.75	18.00	-.88	-4.64	22.13	12.38	-.23	-.78	-4.41	-7.77	1.26	.14	Q	13.0	18.0	2.1	14.8	.28	1.6	02-21-85	370.3	7.6	1.5	2.40	10.60
Revco Drug	RDS	24.50	23.38	24.50	.25	1.03	32.88	22.50	-.15	1.04	-1.30	52.29	2.54	-.45	N	-18.8	17.0	4.2	12.4	.80	3.3	02-26-85	2227.5	93.4	2.1	1.08	12.22
Rite Aid Corp	RAD	30.25	28.13	28.75	.63	2.22	33.50	17.50	-.39	-1.23	1.69	-31.02	1.69	.22	F	15.0	11.0	5.4	17.0	.50	1.7	04-09-85	1297.1	69.9	2.3	.49	7.68
Thrifty Cp	TFD	20.38	19.50	20.00	-.13	-.62	22.88	14.00	-.30	-.02	4.21	-9.38	1.40	.24	S	18.8	21.0	2.1	13.2	.60	3.0	02-04-85	1299.3	27.9	1.5	4.46	7.72
Walgreen Co	WAG	52.75	50.38	51.25	-1.25	-2.38	54.63	28.63	.03	-.43	1.55	-8.65	2.78	.42	S	16.3	31.0	3.1	17.1	.88	1.7	02-11-85	2744.6	85.4	1.7	1.73	13.52
Wholesaler's transactions																											
Bergen Brans	BBCA	27.38	23.88	25.50	1.38	5.70	28.50	19.00	.11	-1.10	6.14	-42.25	1.57	.05	S	2.9	24.0	1.2	14.4	.32	1.3	01-28-85	1703.4	19.7	1.6	1.08	11.11
Cardinal Distrb	CDIC	18.25	17.50	18.25	-.25	-1.35	18.50	10.91	.60	1.11	4.41	52.72	.92	.11	N	12.5	NC	1.1	18.4	.06	.3	03-26-85	243.3	2.6	1.8	.92	5.91
Durr Fillauer	DUFM	14.75	13.25	14.75	.00	.00	15.25	10.25	-.05	.72	3.73	-6.97	.92	.12	F	15.0	21.0	1.7	16.0	.16	1.1	02-25-85	341.7	5.8	2.3	1.52	7.56
McKesson Cp	MCK	44.63	42.63	43.88	.88	2.03	45.25	32.38	.05	-.28	-5.59	-22.37	3.78	-.42	N	-10.7	-1.0	1.6	12.5	2.40	5.5	02-25-85	4260.0	68.7	1.4	10.45	30.25
Foxmeyer Cp	FOXM	28.50	27.25	28.00	.25	.90	29.75	20.00	-.04	-.01	-.37	-47.91	1.27	1.22	N	141.9	122.0	1.1	13.5	.00	.0	00-00-00	464.2	5.2	2.0	3.95	11.86
Ketchum	KCH	16.25	14.88	14.88	-1.38	-8.46	17.50	10.09	-.31	-.11	-5.93	-28.57	.77	-.46	N	-49.5	100.0	.3	31.6	.00	.0	09-24-84	245.1	.8	1.5	6.37	6.74
Owens & Minor	OBOD	18.25	15.75	17.75	2.00	12.70	18.25	11.25	.70	1.88	5.24	18.63	1.43	.02	F	1.4	84.0	1.2	12.4	.40	2.3	03-11-85	306.7	3.6	3.0	8.02	12.81
Spectro Indus	SPO	20.38	17.00	19.63	2.75	16.30	20.38	9.38	.99	.06	9.24	-23.65	.89	.36	N	46.2	53.0	1.8	17.2	.09	.5	03-29-85	395.4	7.2	1.7	1.23	4.44
Manufacturer's transactions																											
Abbott Labs	ABT	53.00	50.50	50.63	-1.50	-2.88	54.00	36.75	.06	-.19	-1.07	-18.13	3.34	.48	F	16.8	28.0	13.0	15.2	1.40	2.8	04-09-85	3104.0	402.6	1.9	3.91	13.33
Am Home Prod	AHP	61.88	59.75	61.50	.25	.41	62.50	46.75	.11	.74	-.22	1.97	4.39	.39	F	9.8	15.0	15.1	14.0	2.90	4.7	02-06-85	4485.5	675.6	3.4	.26	13.74
Baxter Travenol	BAX	16.00	15.50	15.75	-.25	-1.56	18.63	11.75	.19	-.04	-.33	-1.26	1.03	-.51	F	-33.1	10.0	8.1	15.3	.37	2.3	03-13-85	1800.4	145.1	1.6	1.46	7.83
Block Drugs Co	BLOCA	30.50	30.50	30.50	.00	.00	31.25	24.28	-.06	.05	11.88	-1.47	3.18	.26	N	8.4	14.0	10.0	9.1	1.00	3.3	02-25-85	238.2	23.9	2.3	2.34	20.08
Bolar Pharm	BLR	40.75	39.00	40.38	.50	1.25	40.75	22.50	.40	.62	-2.48	6.29	1.22	.07	F	6.1	47.0	18.2	33.1	.05	.1	02-08-85	29.1	5.3	4.9	.00	4.76
Bristol-Myers	BMY	57.88	55.88	57.38	.75	1.32	58.25	43.00	.04	.39	-2.18	4.49	3.45	.45	F	15.0	20.0	11.3	16.6	1.88	3.3	03-29-85	4189.4	472.4	2.5	.75	15.63
Carter-Wallace	CAR	32.50	31.13	32.00	-.38	-1.16	34.50	19.38	-.09	-.20	1.23	14.40	2.37	.31	N	13.4	32.0	5.7	12.2	.52	1.6	04-12-85	323.1	18.4	2.4	1.69	21.87
Cooper Labs	COO	15.50	14.38	15.38	1.00	6.96	27.00	12.50	.06	.31	-11.47	4.55	-.12	-.90	Q	-100.0	NC	-1.3	NE	.00	.0	03-12-84	155.9	-2.0	1.6	.61	11.81
Forest Labs	FRX	19.88	18.00	18.75	.38	2.04	23.25	11.25	-.05	-.75	-2.13	4.57	.54	.03	N	5.6	50.0	14.8	32.9	.00	.0	01-14-83	19.6	2.9	8.3	.28	5.42
ICN Pharm	ICN	11.13	10.25	10.63	.00	.00	11.63	6.00	-.11	-.98	-4.74	-4.95	.00	-.22	F	-100.0	40.0	1.6	NC	.00	.0	00-00-00	44.8	.7	4.3	.20	4.34
Key Pharm	KPH	10.00	9.13	9.38	-.63	-6.25	17.13	8.00	-.26	-.64	-1.56	5.12	.61	.10	F	19.6	106.0	14.6	15.4	.20	2.1	03-11-85	151.1	22.1	2.1	1.16	1.67
Lilly Eli Co	LLY	80.25	76.38	77.50	.25	.32	80.25	53.00	-.02	-.10	-3.31	-8.91	6.73	.60	F	9.8	12.0	15.8	11.5	3.20	4.1	05-09-85	3109.2	490.2	1.7	1.63	31.04
Lee Pharm	LPH	6.38	6.00	6.38	.00	.00	9.63	2.13	.07	.91	-3.93	7.87	.13	.52	Q	NE	16.0	6.2	30.4	.00	.0	00-00-00	8.1	.5	3.0	.20	1.73
Marion Labs	MKC	32.00	26.88	31.38	4.63	17.29	32.00	15.25	.23	1.99	-.92	25.84	.62	.25	S	49.0	58.0	10.6	41.3	.26	.8	04-19-85	226.4	24.1	2.4	.02	3.52
Merck & Co	MRK	104.75	101.50	102.75	-1.88	-1.79	105.38	78.25	.02	.06	-.81	6.38	6.71	.61	F	10.0	6.0	13.8	15.3	3.20	3.1	02-28-85	3559.7	493.0	2.0	2.48	35.29
Morton Thiokol	MTI	31.88	28.63	31.00	1.00	3.33	31.88	23.81	.11	.50	1.12	-10.25	2.16	.39	S	20.3	25.0	5.5	13.4	.64	2.1	02-22-85	2001.5	109.8	1.5	2.94	12.50
Mylan Labs	MYLN	22.50	19.25	22.25	.25	1.14	22.50	5.97	.82	.00	4.77	40.89	.20	.11	N	36.7	121.0	12.7	54.3	.05	.2	02-19-85	36.9	4.7	5.4	.10	.76
Newport Pharm	NWPH	8.25	6.50	8.25	1.75	26.92	8.25	2.75	1.13	1.94	6.91	10.55	-.21	.17	N	NE	-10.0	-26.0	NM	.00	.0	00-00-00	7.7	-2.0	2.6	.22	.93
Pfizer Inc	PFE	45.00	41.75	44.63	1.50	3.48	45.00	29.38	.28	.59	-.42	-23.94	3.08	.38	Q	13.5	22.0	13.2	13.9	1.48	3.3	01-28-85	3854.5	507.9	2.3	2.10	15.45
Reid Prov Labs	REID	5.13	4.38	5.00	.50	11.11	5.25	2.75	.12	.56	1.11	24.13	.12	-.04	S	-25.0	99.0	6.7	41.7	.04	.8	12-10-84	13.4	.9	3.1	.02	.92
Robins, AH	RAH	21.00	17.63	19.13	-1.88	-8.93	24.38	12.00	-.55	.66	4.51	17.54	-18.44	-20.84	F	-100.0	-52.0	-73.0	NE	.00	.0	11-19-84	631.9	-461.6	3.2	1.36	14.69
Rorer Group	ROR	33.13	30.88	31.00	-1.00	-3.13	34.13	24.00	.33	-1.18	4.81	-30.02	2.08	.06	F	3.0	5.0	8.5	14.9	1.12	3.6	02-04-85	522.1	44.3	2.0	2.18	10.43
Scherer RP Co	SCHC	11.25	10.00	10.50	.38	3.70	14.50	8.63	.28	-1.41	-1.71	.28	.52	-.68	N	-100.0	-11.0	2.3	NE	.32	3.0	03-13-85	171.7	4.0	1.9	4.83	11.14
Searle, GD	SRL	53.25	49.63	51.88	1.75	3.49	65.50	37.50	-.34	-.21	-1.43	7.80	3.24	.20	F	6.6	19.0	13.0	16.0	1.00	1.9	05-07-85	1245.8	161.6	2.4	3.62	14.85
Squibb Corp	SQB	57.88	55.25	56.88	1.00	1.79	58.00	37.50	.25	.21	1.81	-22.42	3.68	.37	F	11.2	19.0	10.5	15.5	1.60	2.8	02-08-85	1886.0	197.2	2.4	3.86	23.24
Sterling Drug	STY	31.88	29.50	31.00	-.63	-1.98	33.50	23.75	.09	1.22	-2.26	17.52	2.37	.13	F	5.8	5.0	7.8	13.1	1.20	3.9	04-30-85	1827.3	143.4	2.6	1.32	15.34
Syntex Corp	SYN	57.63	55.50	56.00	-1.25	-2.18	59.25	38.75	.01	-.56	-3.64	32.40	4.08	-.42	S	-9.5	20.0	14.7	13.9	1.92	3.4	02-08-85	916.5	134.6	2.1	5.36	18.81
Thompson Med	TM	15.25	13.75	15.00	1.13	8.11	26.50	13.25	-.45	1.13	-6.10	1.78	2.20	-.09	Q	-4.5	42.0	10.8	7.9	.40	2.7	03-25-85	197.2	21.2	4.3	.00	7.09
Upjohn Co	UPJ	84.63	78.25	82.75	2.38	2.95	84.63	45.00	.21	.28	.24	-37.91	5.67	.39	F	7.4	.0	8.0	14.6	2.56	3.1	04-01-85	2179.1	173.3	1.7	12.47	37.00
Warner-Lambrt	WLA	39.25	37.38	38.38	.75	1.99	39.63	28.75	.04	.19	-1.21	11.95	2.81	.30	F	12.0	5.0	7.1	13.7	1.48	3.9	02-04-85	3166.7	223.9	1.7	6.47	18.18
Zenith Labs	ZENI	29.25	26.00	29.25	2.50	9.35	29.25	8.00	1.08	2.57	-.73	27.78	.56	.07	F	14.3	69.0	7.7	52.2	.00	.0	03-13-85	37.5	2.9	2.6	.55	3.97

All data is based on sources believed to be reliable, but its accuracy is not guaranteed. Every effort will be made to correct errors, when discovered, in future issues.

Footnotes: NA - Not Applicable; NC - Not Calculable; NE - Negative Earnings; NM - No Meaningful Figure; Q - First Quarter; S - First 6 Months; N - First 9 Months; F - Fiscal Year

Data and Table Prepared by Media General Financial Services, Inc., Richmond, Virginia 23219

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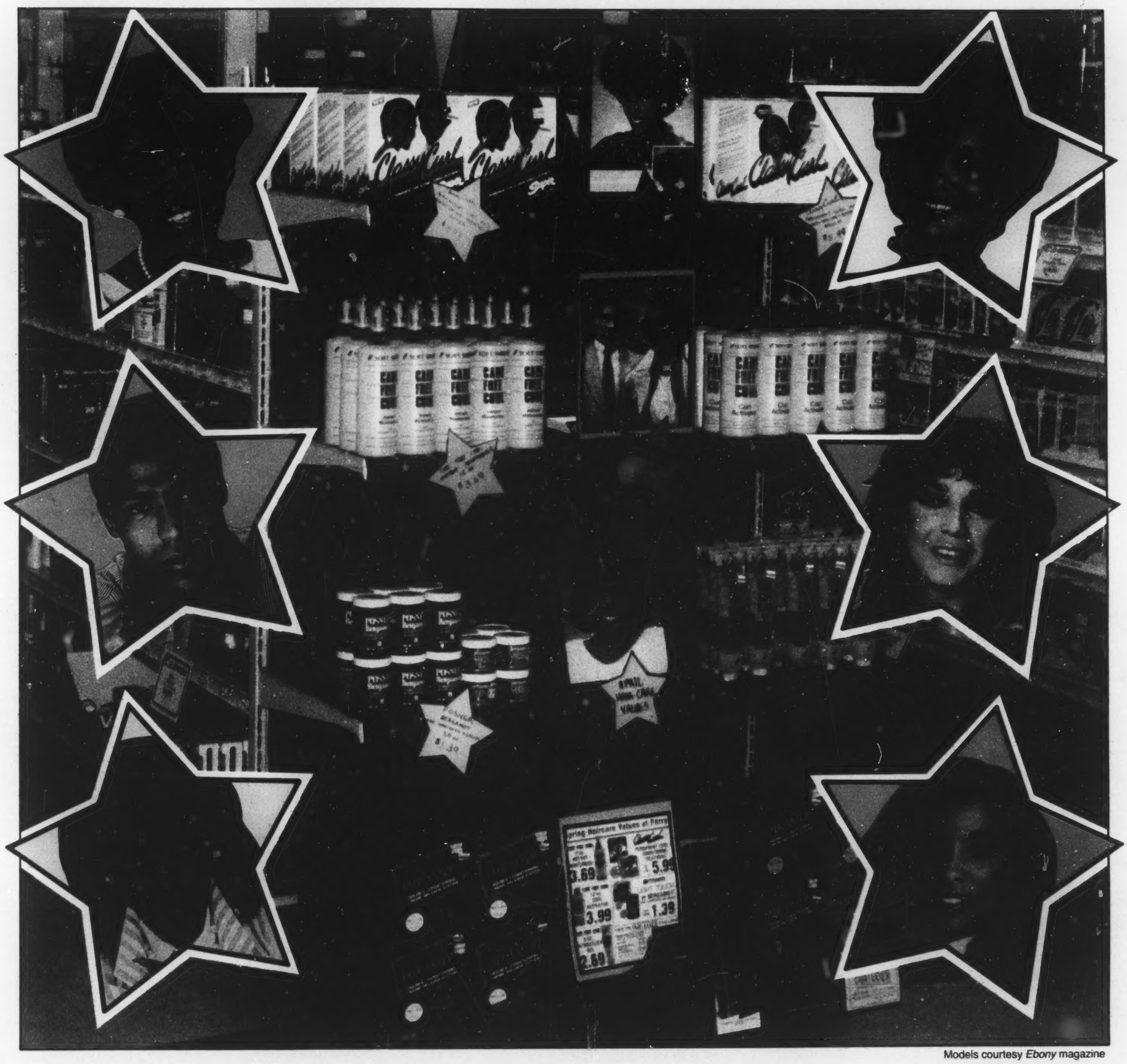

Models courtesy *Ebony* magazine

Ethnic items outshine general H&BA

Despite the relatively slow growth of the market for toiletries and cosmetics over the past two decades, the market for ethnic health & beauty aids has mushroomed.

And the ethnic segment of the market will continue to grow and, some analysts say, even explode during the next decade. According to Business Trends Analysis, blacks spent over $2 billion in 1983 for toiletries and cosmetics ($1.3 billion of which was spent on hair care). By 1993, sales are projected to skyrocket to $5.6 billion, or 24% of the total dollars spent on all toiletry and cosmetic items.

What will fuel this astounding growth? Much of the answer can be found in the fact that blacks spend a significantly greater percentage of their per capita income on H&BA than whites. Although blacks comprise only 12% of the population, for example, they purchased 34.1% of the hair preps sold in this country in 1983. Such a disproportionate amount of money is spent by blacks on H&BA especially formulated to meet their hair care needs—from easy breakage to excessive dryness.

In general, black women, who outnumber black men in the population, spend as much as five times more on hair care items than the general population on a per capita basis.

And blacks will spend even more money on H&BA in the next decade because the black population is growing nearly 75% faster than the general population, according to the U.S. Census Bureau. By 1993, blacks will comprise 12.8% of the U.S. population.

Moreover the median age for blacks, 23.5 years, is over six years younger than that of whites, according to Census estimates. This younger population spends more on total grooming compared to their older counterparts. The black youth market also sparks many of the trends in ethnic hair care.

As the black population's buying

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